

# OP JINDAL UNIVERSITY, RAIGARH (C.G.)



## END SEMESTER EXAMINATION, JANUARY 2023

Program Name: **MBA** Program Code: 02PG020

Time: 3 Hrs

Semester: **1<sup>st</sup>**

Max. Marks: 100

Course Code: **MBA 101** Course Name: **Principles & Practice of Management**

Answer any one question from each section

All questions carry equal marks

			M	CO	KL
<b>Section A (Unit-I) (20 marks)</b>					
1	a.	What is Management? Discuss its nature and characteristics.	12	1	2
	b.	What is Corporate Social Responsibility? Explain Social Responsibility of a Business.	8	1	2
<b>OR</b>					
2	a.	A manager should replace 'I' with 'We' in all his conversation with workers. Which principle of management states that? Explain the principle in detail.	8	2	2
	b.	Explain Hawthorne Studies in detail.	12	2	2
<b>Section B (Unit-II) (20 marks)</b>					
3	a.	"Organizations that fail to plan are planning to fail." Do you agree or disagree with this statement? Explain your position and discuss the process of planning.	10	3	4
	b.	Confirmation bias is the idea that we seek out information that is consistent with, and ignore information that is in contrast to, our personal thoughts and beliefs. Do you think engaging in confirmation bias is overt? Or, is it more of an unconscious effort? Explain.	10	3	4
<b>OR</b>					
4	a.	Define Management by Objectives. Explain its process and benefits in detail.	10	2	3
	b.	Explain Porters Five Forces with suitable examples.	10	3	3
<b>Section C (Unit-III) (20 marks)</b>					
5	a.	What is Span of Control? Explain its types in detail.	10	1	2
	b.	Explain Departmentation in detail.	10	3	3
<b>OR</b>					
6	a.	Explain Delegation of Authority in detail.	10	4	3
	b.	What is Staffing? Explain its process in detail.	10	4	3
<b>Section D (Unit-IV) (20 marks)</b>					
7	a.	What is Supervision? Explain the qualities of supervisor.	8	3	3



	b.	Explain any two Content Theories of Motivation.	12	2	3
<b>OR</b>					
8	a.	Explain any two Process Theories of Motivation.	12	2	3
	b.	What is Leadership? Explain its types.	8	3	3
<b>Section E (Unit-V) (20 marks)</b>					
9	a.	What is Controlling? Explain its process.	10	2	3
	b.	Explain Traditional Controlling Techniques in detail.	10	3	3
<b>OR</b>					
10	a.	Explain Modern Controlling Techniques in detail.	10	3	3
	b.	What are the qualities of Effective Control System? Explain in detail.	10	2	3



# OP JINDAL UNIVERSITY, RAIGARH (C.G.)



END SEMESTER EXAMINATION, FEBRUARY 2023

Program Name: MBA Program Code: 02PG010

Time: 3 Hrs

Semester: 1<sup>ST</sup>

Max. Marks: 100

Course Code: MBA 102

Course Name: **Organizational Behaviour**

Note: Answer any one question from each section

All questions carry equal marks. Clearly mention the section & question no. while answering.

			M	CO	KL
<b>Section A (Unit-I) ( 20 marks)</b>					
1	a.	Discuss the relevance of OB in today's business environment. Why do people behave the way they do?	10	CO2	1
	b.	Discuss the role of contributing disciplines in Organizational Behaviour.	10	CO1	1
<b>OR</b>					
2	a.	Discuss the two basic types of values in human life? Mention the two types of values of your life and justify one incident when you applied it.	10	CO3	2
	b.	Narrate a situation when an employee is passive & active in an organization? What factors may help you to convert a passive employee into active employee.	10	CO5	3
<b>Section B (Unit-II) ( 20 marks)</b>					
3	a.	Explain Maslow's hierarchy of human needs. What is the significance of Maslow's Theory of motivation in understanding individual behaviour?	10	CO4	2
	b.	Is perception the same as reality? Justify your answer. What are common perceptual distortions that can obstruct accurate perception?	10	CO3	2
<b>OR</b>					
4	a.	Reinforcement Theory argues that the internal needs of individuals can be ignored when you are trying to motivate them to behave a certain way. Why? What are the main factors influencing reinforcement theory in the workplace? Explain with example.	10	CO5	3
	b.	What are the major dimensions of emotional intelligence that are particularly relevant to the work place? How emotional intelligence helps to avoid Deviant Workplace Behaviours?	10	CO3	2
<b>Section C (Unit-III) ( 20 marks)</b>					
5	a.	Explain the process of group formation, outlining the hindrance in it and how can they be overcome to form effective groups.	10	CO2	3
	b.	What are different approaches to manage functional and dysfunctional conflicts? Explain by giving examples.	10	CO2	3
<b>OR</b>					
6	a.	How do status and size differences affect group performance? How can cohesiveness and diversity support group effectiveness? Explain with example.	10	CO3	3
	b.	Discuss the stages of group development. How social loafing affect group performance? Contrast the effectiveness of group decision making over individual decision making.	10	CO4	3



<b>Section D (Unit-IV) ( 20 marks)</b>					
7	a.	Define organization culture and also explain the main characteristics and components of culture. Clarify how culture is transmitted to employees?	10	CO5	3
	b.	Define Organizational climate and justify how it is related to organizational culture. What factors are can make a conducive organizational climate to higher productivity and why?	10	CO4	3
<b>OR</b>					
8	a.	How organization development is related to organizational change. Discuss various OD interventions an organization can adopt?	10	CO4	3
	b.	Tony is an innovative, artistic free-thinker. He is employed as a low-level manager and supervises a team of four employees who are highly specialized. The company he is working for has a mechanistic organizational structure. Contrast the characteristic of existing structure with Tonys' nature. What is the probable outcome of Tony's work there? Give a proper justification for your answer.	10	CO5	3
<b>Section E (Case Study) ( 20 marks)</b>					
9	a.	<b>Case Study</b> John has graduated from the college of Business administration at State University and has joined his family's small business, which employees twenty-five semiskilled workers During the first week on the job, his dad called him in and said: "John, I've had a chance to observe you working with the men and women for the past two days and, although I hate to, I feel I must say something. You are just too nice to people. I know they taught you that human relations stuff at the university, but it just doesn't work here. I remember when we discussed the Hawthorne studies when I was in school and everybody at the university got all excited about them, there is more to managing people than just being nice to them. If you were John how would you explain to your father the new perspective that is needed and how the study of organizational behaviour will help the business be successful in the new Paradigm?	10	CO4	3
	b.	<b>Case Study: Ethical Decision Making</b> 1. You pulled out of a tight space in a parking lot and dented the car next to you. You're quite sure no one saw you. What would you do? 2. Ajay was a bright student throughout his school life and never compromised with his studies. During his first year of college, he was late in his assignment submission due to bad health. In order to avoid failure, he copy and pasted the work of another from internet and include it in assignment without crediting the author. Do you thing Ajay was right in his part? Why or why not? What personality traits are dominant that are compromised in this situation?	10	CO5	3
<b>OR</b>					
10	a.	<b>Case Study</b> Pawan is pursuing MBA and shares a room with you in the private hostel. He desperately needs a job after completing his course because of educational loan and weak economic background. In his last two semesters, he couldn't secure good grades due to serious illness. In current semester he has to secure good marks at any cost to satisfy minimum criteria for placements. Few days before the final semester exam, he comes to you and asks for money. He is stressed	10	CO4	3



	<p>and nervous. He tells you about his plan to purchase semester papers to clear the exam and convinces you for the same by giving reference to his bad health, family status and his education loan.</p> <p>In such circumstances, would it be right to lend money to him?</p> <p>(a) Identify the moral dilemma faced by you.</p> <p>(b) Analyse your role and duties as a friend, also suggest your course of action.</p>			
b.	<p><b>Case Study</b></p> <p>Rao is a long-term employee of the Ceramics corporation and for the last several years he has been a supervisor in the financial section of the firm. He is very loyal to Ceramics and works hard to follow the company policies and procedures and the orders of the managers above him. In fact, upper-level management think highly of him; they can always count on Rao to meet any sort of demand that the company places on him. He is valued and well liked by all the top managers. His employees in the financial section have the opposite opinion of Rao. They feel that he is too concerned with pleasing the upper – level brass and not nearly concerned enough with the needs and concerns of the employees in his department. For example, they feel that Rao never really pushes hard enough for a more substantial slice of the budget. Relative to other departments in the company, they feel they are underpaid and overworked. Also, whenever one of them goes to Rao with a new idea or suggestion for improvement he always seems to have five reasons why it can't be done. There is considerable dissatisfaction in the department, and everyone thinks that Rao is just a puppet for management. Performance has begun to suffer because of his style and leadership. Upper-level management seem to be oblivious to the situation in the finance section. What approach would you give Rao to improve his approach to leadership.</p>	10	CO5	3



Course Code: Course Code: **MBA- 103****O P JINDAL UNIVERSITY****MBA I Semester Regular/Backlog Examination****MANAGERIAL ACCOUNTING****Time: 3 Hrs.****Max. Marks: 100**

Answer any one question from each unit

All questions carry equal marks

**M CO KL****Unit-I ( 20 marks)**

1	a.	Define Accounting . Explain the importance of Accounting	10	1	1
	b.	Explain Money measurement Concept, Accounting year concept and Dual Concept	10	1	2

**OR**

2	a.	Explain functions of accounting	10	1	2
	b.	Explain Disclosure convention, Materiality convention, Consistency convention	10	1	2

**Unit-II**

From the following prepare the Trading and Profit and Loss Account for the year ended 31<sup>st</sup> March 2013 and a Balance Sheet as on that date:

Particulars	Amount	Particulars	Amount
Capital	1,00,000	Carriage	1,600
Bank	4,000	Freight	4,400
Cash in hand	1,000	Creditors	24,400
Building	60,000	Debtors	30,000
Wages	30,000	Purchases Return	4,000
Salaries	20,000	Sales Return	3,000
Rent & Rates	3,600	Bills Receivable	8,000
Printing & Stationary	2,400	Discount (Cr)	800
Stock (1.4.2012)	16,000	Discount allowed	1,000
Purchases	1,40,000	Furniture	6,000
Insurance	1,600	Travelling expenses	3,600
Machinery	24,000	Loans	20,000
Drawings	16,000	Bills Payable	4,000
Land	27,000		
Sales	2,50,000		

**10 2 3****Provide for the following:**



		<ol style="list-style-type: none"> <li>1. Prepaid insurance – 400</li> <li>2. Depreciation on: Machinery- 20% Furniture- 10 %</li> <li>3. Outstanding wages- 1,600</li> <li>4. Outstanding Salaries- 1,200</li> <li>5. Write off bad debt 1,000 and create and reserve for bad debt at 3% on debtors</li> <li>6. Closing stock 20,000</li> </ol>																																																											
	b.	Define Trial Balance. Why trial balance prepared	10	2	1																																																								
<b>OR</b>																																																													
		Prepare Trial Balance as on 31 March 2013																																																											
		<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 25%;">Particular</th> <th style="width: 15%;">Rs</th> <th style="width: 25%;">Particular</th> <th style="width: 15%;">Rs</th> </tr> </thead> <tbody> <tr> <td>Capital</td> <td>920000</td> <td>Machinery</td> <td>120000</td> </tr> <tr> <td>Creditor</td> <td>288520</td> <td>Furniture</td> <td>16400</td> </tr> <tr> <td>Bills Payable</td> <td>69300</td> <td>Debtor</td> <td>156000</td> </tr> <tr> <td>Sales</td> <td>1218500</td> <td>Opening stock</td> <td>250400</td> </tr> <tr> <td>Provision for doubtful debt</td> <td>14200</td> <td>Cash in hand</td> <td>9880</td> </tr> <tr> <td>Interest (Cr)</td> <td>4400</td> <td>Bad debt</td> <td>6130</td> </tr> <tr> <td>Building</td> <td>700000</td> <td>Audit fees</td> <td>5000</td> </tr> <tr> <td>Cash at bank</td> <td>145340</td> <td>Travelling Expenses</td> <td>4250</td> </tr> <tr> <td>Bill receivable</td> <td>58440</td> <td>Discount (Dr)</td> <td>6200</td> </tr> <tr> <td>Purchase</td> <td>855220</td> <td>Sales Return</td> <td>2850</td> </tr> <tr> <td>Carriage inward</td> <td>12910</td> <td>Investment</td> <td>89220</td> </tr> <tr> <td>Carriage outward</td> <td>8000</td> <td>General Expenses</td> <td>60850</td> </tr> <tr> <td></td> <td></td> <td>Insurance</td> <td>7830</td> </tr> </tbody> </table>	Particular	Rs	Particular	Rs	Capital	920000	Machinery	120000	Creditor	288520	Furniture	16400	Bills Payable	69300	Debtor	156000	Sales	1218500	Opening stock	250400	Provision for doubtful debt	14200	Cash in hand	9880	Interest (Cr)	4400	Bad debt	6130	Building	700000	Audit fees	5000	Cash at bank	145340	Travelling Expenses	4250	Bill receivable	58440	Discount (Dr)	6200	Purchase	855220	Sales Return	2850	Carriage inward	12910	Investment	89220	Carriage outward	8000	General Expenses	60850			Insurance	7830	10	2	3
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	b.	What is final account? Why it is prepared?	10	2	1																																																								
<b>Unit-III</b>																																																													
5	a.	From the following balance sheet of V Ltd. Prepare Cash flow Statement	10	3	3																																																								



		Liabilities	2012	2013	Asset	2012	2013				
		Equity Share capital	200000	250000	Goodwill	30000	20000				
		12% Preference share	50000	40000	Building	1000000	80000				
		General Reserve	35000	55000	Plant	40000	70000				
		P& L account	15000	17000	debtors	120000	160000				
		Creditor	23000	5000	Stock	18000	20000				
					Cash	15000	17000				
		Depreciation charge on Plant was Rs 30000 and on building Rs 50000									
	b.	Write formula of Operating ratio and Stock turn over ratio						10	3	1	
<b>OR</b>											
		From the given information calculate									
		1 Current ratio									
		2 Quick ratio									
		3 Proprietary ratio									
		4 Debt Equity Ratio									
6	a.							10	3	3	
		Particular	Amount	Particular	Amount						
		Share capital	400000	Goodwill	100000						
		Capital reserve	80000	Fixed asset	500000						
		12% mortgage loan	200000	Stock	120000						
		Bank overdraft	40000	Cash	180000						
		Creditor	100000	Investment(Short term)	100000						
		Provision for tax	60000								
		Profit and loss	120000								
	b.	What is Cash Flow Statement? Why it is prepared?						10	3	1	



### Unit-IV

7	a.	Difference between financial accounting, cost accounting and management accounting	10	4	1
	b.	Define management accounting. Explain the objectives of management accounting		4	2

### OR

8	a.	Explain scope of management accounting	10	4	2
	b.	Explain responsibility center, cost center and profit center	10	4	3

### UNIT-V

9	a.	A Ltd has furnished the following particular relating to the year ending 31-3-2012 Calculate 1 P/V Ratio 2 BEP 3 Profit for sales volume Rs 140000 4 Sales to earn profit Rs 15000			10	5	3
		Particular	Amount				
		Fixed Cost	300000				
		Sales	1000000				
		Variable Cost	60000				
b.	Explain Marginal Costing and Absorption Costing			10	5	3	

### OR

10	a.	The estimated cost of producing 8000 units of a product as follows			10	5	2
			Per	Unit			
		<b>Total</b>					
		<b>Direct material cost</b>	<b>15</b>	<b>120000</b>			
		<b>Direct wages</b>	<b>10</b>	<b>80000</b>			
		<b>Direct expenses</b>	<b>2</b>	<b>16000</b>			
		<b>Factory overhead (variable)</b>	<b>3</b>	<b>24000</b>			
		<b>Factory overhead fixed</b>	<b>5</b>	<b>40000</b>			
		The same product can be purchase from the market at a price of Rs 32 per unit . If the product is purchased from market at 60% of the fixed factory overhead will be saved. Should the company make the product or buy it from the market?					
b.	Define Cost volume analysis, Break Even Point and Contribution			10	5	1	



# OP JINDAL UNIVERSITY, RAIGARH (C.G.)



## END SEMESTER EXAMINATION, FEBRUARY 2023

Program Name: <b>MBA</b>	Program Code: <b>02PG010</b>	Time: <b>3 Hrs</b>
Semester: <b>I</b>		Max. Marks: <b>100</b>
Course Code: <b>MBA 104</b>	Course Name: <b>Managerial Economics</b>	

Answer any one question from each section


All questions carry equal marks

		M	CO	KL		
<b>Section A (Unit-I) ( 20 marks)</b>						
1	a.	What are the factors affecting demand? Also discuss the shifting and movement in the demand curve.		10	1	2
	b.	Given the following market supply function for the commodity X $Q_x = f(P_x, N, T, I, T, U)$ Where, $P_x$ = Price of the commodity X; N = number of firm producing the product; T = technological advances; I = price of the input; U = unpredictable event such as climate. <b>Explain how will the supply and price of a commodity X change?</b> (i) if price of the commodity X rises, (ii) if the number of producing firm decreases. (iii) if the technological advances support the industry. (iv) If the price of the input rises, and (v) If the climate change create loss to the industry.		10	1	4
<b>OR</b>						
2	a.	If the production function is given: $Q = L^a.K^b$ , where Q is output and a and b are positive constants. Show that sum of "a" and "b" represents all three stages of return to scale.		10	4	3
	b.	Under short-run production function (where L is the variable input and Q is the output) function is given as. $Q = \frac{66}{L^{-2}} - \frac{11}{10L^{-3}}$ (i) Find the value of "L" at the point of inflexion. (ii) Determine "L" at which stage of increasing return ends. (iii) Determine the level of "L" employed at which total production is maximum.		10	4	3
<b>Section B (Unit-II) ( 20 marks)</b>						
3	a.	Define marginal cost. How is it related to the marginal product of a factor? How marginal cost behaves with the change in output. Also, discuss how MC affects other costs and relationship with them.		10	4	3
	b.	Short-run total cost function: $TC = 100 + 50Q - 12Q^2 + Q^3$ . where TC is total cost and Q is level of output. Determine : (a) total fixed cost function, (b) total variable cost function, (c) average variable cost function, (d) marginal cost function, (e) average fixed cost function, (f) total fixed cost.		10	4	3
<b>OR</b>						
4	a.	Explain the concepts of total fixed cost, total variable costs, and total costs. How are they related to each other? Illustrate them through schedule and curves.		10	4	2
	b.	A bottle manufacturer has the following variable cost function: $TVC = 250Q - 12Q^2 + 0.5Q^3$ If the company's fixed costs are equal to 500 lakhs, find out: (a) total cost function		10	4	3



		(b) marginal cost function (c) average variable cost function (d) average total cost function (e) at what output levels average variable cost and marginal cost will be minimum.				
<b>Section C (Unit-III) ( 20 marks)</b>						
5	a.	i. Can a firm under perfect competition operate in the short run when it is making losses? If so, under what conditions?  ii. When does a firm working under perfect competition decide to shut down in the short run?	10	4	2	
	b.	Let us assume the monopoly equilibrium with a numerical example. Suppose a "XYZ" firm is a monopolist, the following demand and total cost functions are given. Find out how much he will produce and what price he will charge and total profit, if $Q = 1200 - 50 P$ (demand function) $TC = 12Q + 0.08Q^2$ (cost function)	10	3	2	
<b>OR</b>						
6	a.	Explain the equilibrium of a monopoly firm. Also, discuss how, due to the non-availability of perfect competition, dead weight loss arises in the monopoly, take the case of constant return to scale cost condition.	10	3	3	
	b.	Define price discrimination and the degrees of it. Also highlight the condition when price discrimination is possible.	10	3	3	
<b>Section D (Unit-IV) ( 20 marks)</b>						
7	a.	Discuss all aggregates of National Income.	10	3	2	
	b.	Calculate (1) GDP at market prices and (2) national income from the following information.	10	3	3	
		<b>Particulars</b>				<b>Amount (in cr)</b>
		Personal consumption expenditure				<b>7200</b>
		Indirect taxes less subsidies				<b>170</b>
		State government consumption and investment expenditure				<b>650</b>
		Central government consumption and investment expenditure				<b>2100</b>
		Change in business inventories				<b>150</b>
		Gross private domestic fixed investment				<b>1450</b>
		Exports				<b>1170</b>
Net factor payments to rest of the world	<b>-150</b>					
Imports	<b>1290</b>					
Depreciation	<b>240</b>					
<b>OR</b>						
8	a.	Explain all the methods of measuring national income.	10	3	2	
	b.	Highlight the circular flow of income in three and four sector of economy. Also discuss the leakages and injection to the economy.	10	3	2	
<b>Section E (Unit-V) ( 20 marks)</b>						
9	a.	What do you understand with balance of payment? Discuss all the elements of the BOP.	10	2	3	
	b.	Explain the stages of business cycle. Also discuss the sunspot theory of business cycle.	10	2	3	
<b>OR</b>						
10	a.	Discuss all the issues and challenges with Indian foreign trade.	10	4	3	
	b.	What do you understand with Inflation? Discuss its types.	10	2	2	



Course Code: MBA-105						
OP JINDAL UNIVERSITY				 <small>UNIVERSITY OF STEEL TECHNOLOGY AND MANAGEMENT</small>		
MBA-I Semester Regular Examinations						
Subject-Business Communication						
Time: 3 Hrs.		Max. Marks: 100				
Answer any one question from each unit						
All questions carry equal marks						
				M	CO	KL
<b>Unit-I ( 20 Marks)</b>						
1	a.	What will happen if the organizations' departments are not coordinated in the way of creating consistency messages? Discuss the impact of Informal Communication in the consistency of messages.	5+ 5	CO1	K1	
	b.	Write the importance of effective Inter-Personal Communication Skills? Discuss in brief the Inter-Personal barriers to effective communication.	4+ 6	CO1	K1	
OR						
2	a.	What is Importance of Communication in an organisation? Discuss the merits and demerits of 'Upward Communication' in an organisation?	4+ 6	CO1	K2	
	b.	Differentiate between business communication skills and personal communication skills with examples.	5+ 5	CO1	K2	
<b>Unit-II ( 20 Marks)</b>						
3	a.	Forward your cover letter along with Resume' in indented style for the post of Manager in Marketing Division to the Executive Director, Jindal Power Limited, Raipur. Advertisement Publication: Times of India, 25 Jan 2023. Eligibility Conditions: i. Academic Qualification: Minimum Post Graduate Degree in Management with good academic record. ii. Experience: Minimum Two years (Invent necessary details)	10	CO2	K1	
	b.	What do you mean by Styles of Presentation of a Letter? Discuss the different styles of Presentation of a Letter.	10	CO2	K2	
OR						
4	a.	Discuss the Complete Structure of a Business Letter.	10	CO2	K1	
	b.	What is the importance of Punctuation in writing? Discuss the Content of a Notice with an example.	10	CO2	K2	
<b>Unit-III ( 20 Marks)</b>						
5	a.	<i>Mahatma Gandhi Institute of Technology and Management in Chennai</i> decides to conduct an online examination for about 50,000 graduates in India for their selection to Post Graduate Degree programmes and invites proposals from various consultancy firms. As the CXO of <i>Bharat Solutions Ltd., Bangalore (Karnataka)</i> , you respond to their request through a business proposal. (Invent necessary details)	4+ 6	CO3	K2	
	b.	What do you mean by 'Scope' of a proposal? Discuss the key elements of winning business proposal?	5+ 5	CO3	K2	
OR						



6	a.	You are Sales Manager of a company manufacturing two wheelers, at R.B. Nagar, Mumbai. Recent market survey reveals the decline in the sale of your products because of the rising prices and costly maintenance in comparison to other two wheelers available in the market. Prepare a report to submit the Head (Marketing) of the company. (Invent necessary details and data)	10	CO3	K2
	b.	What do you mean by 'Letter of Transmittal'? Discuss in brief the Structure of a Proposal.	10	CO3	K2
<b>Unit-IV ( 20 Marks)</b>					
7	a.	Write a conversation of around 200 words between two employees discussing their problems in achieving the targets.	4+ 6	CO4	K1
	b.	"Power Point Gives Power to the Point." Discuss the statement and write the Simple Rules to make a Good Presentation?	10	CO4	K2
OR					
8	a.	Write a short speech on the following topic: (200 words) • India of My Dreams	10	CO4	K2
	b.	What is the impact of Poor Listening in the growth of an organisation? Discuss in brief the ways to overcome the barriers to listening.	10	CO4	K2
<b>UNIT-V ( 20 Marks)</b>					
9	a.	Cross-cultural communication creates ' <i>An understanding of diverse market</i> '? Why is it important for people to study culture as they prepare to enter their career?	5+ 5	CO5	K2
	b.	What do you mean by Corporate Communication? How Corporate Communication improves Decision-making process and implementation in an organisation	5+ 5	CO5	K2
OR					
	a.	<p>Read the following case carefully and answer the given questions:</p> <p>Leeann Ruskin, a third-year adjunct faculty member at a major university, looked at her course evaluations from students for the term just ending and shook her head in disbelief: What could have prompted the very negative comment one student made?</p> <p>She remembered vividly the day in question. It was the first day of class for a new school year and a new semester. Since this was a freshman-level class, students were also new to campus. New classes routinely require introductions, and Ruskin tried to have an interesting icebreaker. She had the students do a "mix it up" exercise where they had to stand up, move around the room, shake hands with and greet every other person in the class. The room buzzed with excitement as the new students greeted each other, and it seemed to be quite a success. The rest of the semester went as expected, and students continued to network with each other.</p> <p>Now, at the end of that term, Ruskin was looking at a student's comment on the semester end course evaluation and was shocked. The student rated her "D" (the lowest possible) and commented: "The instructor was very insensitive and unaware. She even expected us to shake hands during introductions."</p>	20	CO5	K2



Thinking about that first day of class, Ruskin did not recall that any of the students participated reluctantly. No one seemed to hesitate, or to avoid the activity, or to ask to be exempt from the introductions. She wondered why the student did not immediately indicate any discomfort. Why did this student not ask for an alternative way to participate?

Looking back, Ruskin tried to think through how students who were reluctant to "touch" anyone else could participate. While she thought of the handshake as a form of friendly interaction, clearly some students did not see things that way. How could she re-design the exercise so that students from outside the main culture could fully participate but not have to do anything that would make the giver or the receiver of the handshake uncomfortable? She also thought about the idea that religious beliefs were not the only reason for a reluctance to touch others. Perhaps students were germ phobic, had skin sensitivities, or were averse to having others touch them for health reasons. She asked herself what other inclusive instructions could have been provided, such as, "If anyone does not want to shake hands, let's work out an alternative now, before we start."

This would have provided an option before the activity started. Also, in a low-key, positive and friendly way, any concerned student needed to be prepared to suggest an alternative action, such as, "I am not able to shake hands, but I would be very happy to do this [provide alternative]." No big loud "uh....." no moaning or groaning, but a maturely presented alternative. It was now apparent that, for the entire semester, the student had harbored a grudge about the handshake introductions.

**Questions:**

- i. In terms of global business communication, what does this case help teach us? What is this case about?
- ii. Multinational corporations must "operate in different markets with different cultures, histories, values, social systems, and languages" (Black & Mendenhall, 2000). How does this level of diversification reflect in this case?
- iii. What responsibility should the student assume to communicate his/her own reluctance to participate in a handshaking introduction? What responsibility should Ruskin take for her introduction exercise to be inclusive and respect other cultural customs outside the host culture's practices?
- iv. What recommendations do others have for the students who did not want to shake hands?




# OP JINDAL UNIVERSITY, RAIGARH (C.G.)



## END SEMESTER EXAMINATION, JANUARY 2023

Program Name: **MBA** Program Code: \_\_\_\_\_ Time: **3 Hrs.**  
 Semester: **1<sup>st</sup>** Max. Marks: **100**  
 Course Code: **MBA-106** Course Name: **Operations Management**

Answer any one question from each section  
 All questions carry equal marks

		M	CO	KL		
<b>Section A (Unit-I) ( 20 marks)</b>						
1	a.	Explain the <i>System View</i> and process view using the IPO model of operations management.		10	1	1
	b.	<div style="border: 1px solid black; padding: 5px;"> <p><b>Short case YO! Sushi<sup>®</sup></b></p> <p>YO! Sushi are sushi restaurants with an accent on style. They also employ technology to create their unique atmosphere. Prepared dishes are circulated around the sitting area on a moving conveyor. Customers simply take what they want as they pass by. In fact this idea goes back to 1958 when Yoshiaki Shiraishi saw beer bottles moving down an Asahi brewery conveyor. Wanting to cut overheads in his restaurant, he developed the idea of the rotating conveyor belt. Originally known as 'satellite-turning-around-sushi' (rough translation), he calculated that the dishes should move at a rate of 8 centimetres per second. No more, no less. Any slower and customers get bored and the food may dry out. Any faster and customers do not have time to decide and the food may fly off the belt. At YO! Sushi tables also have personal metered beer taps but also a 1 metre high automated moving trolley, which stocked with drinks glides gently through the eating area inciting customers to 'stop me if you wish'.</p> </div>  <p><small>[Source: Nigel Slack, Stuart Chambers and Robert Johnston, <i>Operations Management, Ed. 2007</i>, Fifth Edition, Pearson Education Limited, Ch. 8: Process Technology, p.226.]</small></p> <p>In the above case <b>YO! Sushi</b>, list the advantages and disadvantages of using the technological resource in the restaurant.</p>		10	3	2
<b>OR</b>						
2	a.	Define and differentiate productivity from competitiveness.		10	1	1
	b.	List and explain the main <i>Functions</i> and <i>Sub-functions of Service Operations</i> at OPJU.		10	3	2
<b>Section B (Unit-II) ( 20 marks)</b>						
3	a.	Describe and differentiate <i>Job Production</i> system from <i>Batch Production</i> system.		10	2	2
	b.	<p style="text-align: center;"><b>CASE: ARISTO WORKS</b></p> <p>ARISTO is a thirty years old company having its works unit in sub-urban of Mumbai. The company intends to locate one warehouse in Ahmedabad, Gujarat to meet the sales demand of the local market. It has short-listed three locations of the city in out-skirt. The sales manager and production manager of the company</p>		10	2	3



	<p>jointly evaluated the location alternatives.          In the city map the details of location alternatives are as follows:          Alternative-1 (5km, 10km)          Alternative-2 (20km, 20km)          Alternative-3 (2km, 30km)          As per the same city map, the dealers location and as per a survey their expected average monthly sales demands are:          Dealer-1(5km, 5km): 2000 most valuable products          Dealer-2 (10km, 5km): 800 moderately valuable products          Dealer-3 (10km, 10km): 1200 least valuable products</p> <p>Guess which would have been the <i>Final Location</i> for the warehouse. Show your calculation and analysis for this.</p>			
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**OR**

4	a.	Describe and differentiate <i>Mass Production</i> system from <i>Continuous Flow Production</i> system.	10	2	2																								
	b.	<p>Looking at the load summary of four departments in a manufacturing firm, develop and draw the best possible <i>Layout</i>.</p> <table border="1" style="margin-left: 20px;"> <thead> <tr> <th>Departments</th> <th>I</th> <th>II</th> <th>III</th> <th>IV</th> </tr> </thead> <tbody> <tr> <td>I</td> <td>-</td> <td>-</td> <td>60</td> <td>60</td> </tr> <tr> <td>II</td> <td>-</td> <td>100</td> <td>100</td> <td>-</td> </tr> <tr> <td>III</td> <td>50</td> <td>30</td> <td>-</td> <td>100</td> </tr> <tr> <td>IV</td> <td>10</td> <td>-</td> <td>10</td> <td>50</td> </tr> </tbody> </table>	Departments	I	II	III	IV	I	-	-	60	60	II	-	100	100	-	III	50	30	-	100	IV	10	-	10	50	10	2
Departments	I	II	III	IV																									
I	-	-	60	60																									
II	-	100	100	-																									
III	50	30	-	100																									
IV	10	-	10	50																									

**Section C (Unit-III) ( 20 marks)**

5	a.	Explain how the <i>Business Plan</i> , <i>Aggregate Plan</i> , and <i>Master Production Plan</i> are related to each other in a manufacturing organization.	10	1	1
	b.	<p><b>Bharati Forge (BF)</b> does annual production plan over four quarters with demand tonnage value projections (Q1 = 80 t; Q2 = 120 t; Q3 = 100 t; Q4 = 90 t). The regular workforce is capable of producing 70t in a quarter. The output during overtime is observed 25% higher than the regular capacity with the limitation of 20% extra time at 40% extra cost. BF has a supplier on sub-contract who produces on its behalf, but at an additional cost of 50%. The regular cost pf production is ₹1,00,000/t. Inventory carrying cost is ₹50,000/t per year. BF Management does not allow shortages.</p> <p>Develop a most economic <i>Aggregate Production Plan</i> for BF and the total production cost. Assume zero inventory at the beginning.</p>	10	4	3

**OR**

6	a.	Explain the ten functions of <i>PPC</i> .	10	1	1
	b.	<p>The supply, demand, cost and inventory data for <b>LECOSTO Co.</b> is given. The company has a constant work force with which it wants to meet all the demand (with no back orders). Allocate the production capacity to satisfy demand at minimum cost.</p> <p>Demand data (units): Quarter-1: 100; Q-2: 50; Q- 3: 70; and Q-4: 80</p>	10	4	3



Supply data (units): RT(Regular capacity), OT (Overtime Capacity)

Period	RT	OT	Subcontract
1	60	18	1000
2	50	15	1000
3	60	18	1000
4	65	20	1000

Additional information:

- Initial inventory = 20 units
- Final inventory = 25 units
- Regular time cost/ unit = Rs. 100/-
- OT cost/unit = Rs. 125/-
- Subcontract cost/unit = Rs. 130/-
- Carrying cost/unit/period = Rs. 2/-

[Note: Ignore the cost of unused capacities in all modes of production.]

Develop an efficient *Aggregate Production Plan* for the given data-based situation and evaluate, thereby the total cost. [Hint: Least Cost Allocation.]

**Section D (Unit-IV) ( 20 marks)**

7	a.	Write short notes on – • <i>Costs of Quality</i> • <i>Quality Circle</i>	10	1	1
	b.	Explain the <i>Supply Chain Management</i> and <i>Logistics Management</i> with reference to a Sea Food Manufacturing company.	10	4	2

**OR**

8	a.	Write short notes on – • <i>TQM</i> • <i>7 QC tools</i>	10	1	1
	b.	Explain the <i>Supply Chain Management</i> and <i>Logistics Management</i> with reference to a Apparel Manufacturing company.	10	4	2

**Section E (Unit-V) ( 20 marks)**

9	a.	Compare the role of <i>Logistics Drivers</i> of a Sea Food Manufacturing company to that of an Apparel Manufacturing company.	10	2	3
	b.	Develop suitable <i>Service Strategy</i> for maintenance service provider while executing an annual contract with a manufacturing company.	10	3	4

**OR**

10	a.	Compare the role of <i>Cross-Functional Drivers</i> of a Sea Food Manufacturing company to that of an Apparel Manufacturing company.	10	2	3
	b.	Develop suitable <i>Service Strategy</i> for a private city-bus transportation facility provider in annual contract with the state government.	10	3	4



# OP JINDAL UNIVERSITY, RAIGARH (C.G.)



## END SEMESTER EXAMINATION, JANUARY 2023

Program Name: **MBA**

Program Code: 02PG010

Time: **3 Hrs**

Semester: **1<sup>st</sup>**

Max. Marks: **100**

Course Code: **MBA-107**

Course Name: Quantitative Techniques in Management

Answer any one question from each section

All questions carry equal marks

	M	CO	KL
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### Section A (Unit-I) ( 20 marks)

1	a.	Explain various basic components of statistics as per the definition given by croxton and cowden.	8	1	2
	b.	Write short notes on- <ul style="list-style-type: none"> <li>➤ Descriptive statistics</li> <li>➤ Inferential statistics</li> <li>➤ Secondary Data &amp; Primary Data</li> <li>➤ Continuous frequency distribution</li> </ul>	3*4	1	2

**OR**

2	a.	Explain the concept of tabulation. Differentiate between Tabulation and Classification.	10	1	3
	b.	Discuss various functions and limitations of statistics.	10	1	2

### Section B (Unit-II) ( 20 marks)

3	a.	Discuss various Properties of Arithmetic Mean in detail.	8	2	2																
	b.	In an assignment of 70 marks, 50 students of a class scored as per the following table <table border="1" style="margin: 10px auto; border-collapse: collapse;"> <tr> <td style="padding: 5px;">Marks</td> <td style="padding: 5px;">0-10</td> <td style="padding: 5px;">10-20</td> <td style="padding: 5px;">20-30</td> <td style="padding: 5px;">30-40</td> <td style="padding: 5px;">40-50</td> <td style="padding: 5px;">50-60</td> <td style="padding: 5px;">60-70</td> </tr> <tr> <td style="padding: 5px;">No of Students</td> <td style="padding: 5px;">6</td> <td style="padding: 5px;">5</td> <td style="padding: 5px;">8</td> <td style="padding: 5px;">15</td> <td style="padding: 5px;">7</td> <td style="padding: 5px;">6</td> <td style="padding: 5px;">3</td> </tr> </table>	Marks	0-10	10-20	20-30	30-40	40-50	50-60	60-70	No of Students	6	5	8	15	7	6	3	12	2	3
			Marks	0-10	10-20	20-30	30-40	40-50	50-60	60-70											
No of Students	6	5	8	15	7	6	3														
Find out the mean of marks in a class by direct and Short cut both methods.																					

**OR**

4	a.	Explain the concept of Skewness in a statistical distribution. What are the different types of skewness?	10	2	3
	b.	In a class of BBA, boys score average 60 marks in a paper of Economics. Find out the average marks of Girls If number of boys are 30 out of 50 students in a class and class average is 72.	10	2	4

### Section C (Unit-III) ( 20 marks)

5	a.	Define quartile deviation. What are the merits and demerits of quartile deviation.	10	2	3												
	b.	What do you mean by Range? Find out the Range & Coefficient of Range from following distribution. <table border="1" style="margin: 10px auto; border-collapse: collapse;"> <tr> <td style="padding: 5px;">Income in 1000</td> <td style="padding: 5px;">5 - 10</td> <td style="padding: 5px;">10- 15</td> <td style="padding: 5px;">15-20</td> <td style="padding: 5px;">20-25</td> <td style="padding: 5px;">25-30</td> </tr> <tr> <td style="padding: 5px;">No of Employees</td> <td style="padding: 5px;">4</td> <td style="padding: 5px;">3</td> <td style="padding: 5px;">7</td> <td style="padding: 5px;">9</td> <td style="padding: 5px;">4</td> </tr> </table>	Income in 1000	5 - 10	10- 15	15-20	20-25	25-30	No of Employees	4	3	7	9	4	10	2	2
			Income in 1000	5 - 10	10- 15	15-20	20-25	25-30									
No of Employees	4	3	7	9	4												



OR															
6	a	Define Coefficient of Variation. From the prices of shares X and Y. State which share is more stable in its value?										20	3	4	
		X	65	64	62	63	66	68	62	60	61				69
		Y	98	97	95	95	96	97	94	93	94				91
Section D (Case Study)-1( 20 marks)															
7	a.	Explain the Karl Pearson's correlation coefficient. State the Properties of Karl Pearson's correlation coefficient.										8	3	2	
	b.	Define Spearman's Rank Correlation Coefficient. In a completion among six candidates the ranks given by 2 judges are as follows.										12	3	3	
		Competitor	1	2	3	4	5	6							
		Judge 1	4	3	5	6	1	2							
Judge 2	3	4	5	1	2	6									
Find Spearman's rank correlation coefficient.															
OR															
8	a.	Briefly explain the Regression analysis. How it is different from Correlation?										8	4	2	
	b.	Following data depicts the results that were worked out from scores in statistics and mathematics in a certain examination										12	4	4	
			Scores in Statistics X					Scores in Mathematics Y							
		Mean	40					48							
Standard Deviation	10					15									
Karl Pearson's correlation coefficient between 'X' and 'Y' is = 0.60 Find the regression lines 'X' on 'Y' and 'Y' on 'X'. Use the regression lines to find the value of 'Y' when X = 20 and value of 'X' when Y = 40.															
Section E (Case Study)-2( 20 marks)															
9	a.	Define the term Prediction, Projection, and Forecasting. What are the advantages and limitations of Business forecasting?										10	5	2	
	b.	Explain any two theories of Business Forecasting from following-										10	5	3	
		i.	Sequence or time-lag theory												
ii.	Action and reaction theory														
iii.	Economic rhythm theory.														
OR															
10	The sales of a company in millions of rupees for the years 2012-2029 are given below-										20	5	4		
	Year	2012	2013	2014	2015	2016	2017	2018	2019						
	Sales	25	30	32	38	45	56	60	70						
Fit the trend line for sales and find out the sales figure for 2021 & 23.															



# OP JINDAL UNIVERSITY, RAIGARH (C.G.)



End Semester Examination, February 2023

Program Name: MBA

Program Code: 02PG010

Time: 2 Hrs

Semester: 1<sup>st</sup>

Max. Marks: 50

Course Code: MBA-108

Course Name: Business Computing

Answer any one question from each section

All questions carry equal marks


			M	CO	KL
<b>Section A (Unit-I) (10 marks)</b>					
1	a.	What are the different types of computer? Explain briefly.	05	1	2
	b.	Explain different types of computer languages along with their advantages and disadvantages.	05	1	2
<b>OR</b>					
2	a.	What is operating system? Explain the types of OS along with its advantages.	06	4	3
	b.	Differentiate between Data and Information.	04	3	2
<b>Section B (Unit-II) (10 marks)</b>					
3	a.	What are the steps to create Macro in MS word?	04	2	2
	b.	How to perform mail merge in MS office, explain briefly.	06	2	2
<b>OR</b>					
4	a.	Explain the applications of Pivot table in MS excel. Is it possible to make pivot table using multiple sources of data?	05	2	3
	b.	Can you insert an online video into a presentation? If yes, How?	05	2	4
<b>Section C (Unit-III) (10 marks)</b>					
5	a.	What do you understand by computer network? Explain the classification of network.	05	1	2
	b.	Explain the types of network topology with its advantages and problems.	05	1	2
<b>OR</b>					
6	a.	Define Search Engine and Browser with suitable examples.	05	3	2
	b.	What is internet? Explain internet service provider in detail.	05	3	2
<b>Section D (Unit-IV) (10 marks)</b>					
7	a.	What is e-commerce? Explain its features and importance.	06	3	3
	b.	How computer can be helpful in payroll system?	04	3	3
<b>OR</b>					
8	a.	M-commerce involves shopping through a mobile device (mostly smart phones) and all transactions are performed over mobile device. At this	06	3	4



		juncture explain the types of mobile commerce along with benefits of using mobile commerce.			
	b.	How computer can help manager to take crucial decisions? Explain with suitable examples.	04	3	3
<b>Section E (Unit-V) (10 marks)</b>					
9	a.	What is the difference between DBMS and RDBMS?	04	3	3
	b.	What is System Software? List two types of System Software and explain with example in detail.	06	4	2
<b>OR</b>					
10	a.	What is a Database and DBMS? Explain the advantages of DBMS.	05	3	2
	b.	Differentiate between Application Software and Programming Software.	05	4	2



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Course Code: BBA 101							
<b>O P JINDAL UNIVERSITY</b>					 OPJU <small>UNIVERSITY OF STUDY, TECHNOLOGY            AND MANAGEMENT</small>		
<b>BBA I Semester Regular Examinations</b>							
<b>Principles of Management</b>							
(Offered to BBA)							
Time: 3 Hrs.			Max. Marks: 100				
Answer any one question from each unit							
All questions carry equal marks							
					M	CO	KL
<b>Unit-I</b>							
1	a.	Why Henry Fayol's Management Process is the best management process? Discuss.	10	CO1	K2		
	b.	Distinguish between management and administration in the light or present situation	10	CO2	K3		
<b>OR</b>							
2	a.	Distinguish between the following: Contingency approach and systems approach.	10	CO1	K2		
	b.	Explain the different role a manger perform in an organization	10	CO2	K3		
<b>Unit-II</b>							
3	a.	How to perform planning process? Explain in details.	10	CO2	K2		
	b.	What is planning? Discuss various types of Plans.	10	CO3	K3		
<b>OR</b>							
4	a.	Discuss significance of Decision Making by explaining the 7 steps process of decision making	10	CO3	K2		
	b.	Planning gives the roadmap of future business activities". Discuss.	10	CO2	K3		
<b>Unit-III</b>							
5	a.	What is an organizational structure? Discuss any two structures in detail.	10	CO2	K2		
	b.	Explain the various steps of staffing for any new employee in the organization.	10	CO4	K3		
<b>OR</b>							
6	a.	Discuss need and importance of Staffing.	10	CO1	K2		
	b.	What are some of the problems that you have observed from a bad organisational structure?	10	CO4	K3		
<b>Unit-IV</b>							
7	a.	Explain various types of Coordination with suitable example.	10	CO1	K2		
	b.	Why is control a must in business management? What are the requirements of an effective control system?	10	CO4	K3		
<b>OR</b>							
8	a.	What will happen if directing is missing in the organization? Discuss the statement in the light of importance of directing	10	CO2	K2		
	b.	Planning and control are after thought of as a system; control is also often referred to as a system. What is meant by this?	10	CO4	K3		



**UNIT-V**

9	a.	<p>Kartik joins a garment factory as a plant supervisor in Lucknow. He observes that the output of some workers is very low as compared to the standards set for their performance. On analyzing the reasons for the same, he finds out that a lot of time of the workers is wasted in getting the requisite materials issued from the store. Whereas on asking, the store keeper complaints that there is no harmony in the working of the production department as a whole. Every day the workers approach him at the last minute to procure different kinds of threads, laces, mirrors, buttons etc. If it is not available in the store then he has to place an order with the purchase officer. As a result, a lot of time of the workers is wasted. So, in order to integrate the various production activities, henceforth, Kartik ensures that the store keeper is informed well three days in advance about the requisite material. Consequently, the store keeper is able to keep the materials ready for the workers every morning in accordance with their requirements.</p> <p>In context of the above case: Identify and explain the quality of management that Kartik has introduced in the working of the production department as a corrective measure to control the output of the workers.</p>	10	CO3	K2
	b.	<p>State briefly any two points highlighting the importance of quality of management identified in part (a)</p>	10	CO4	K3

**OR**

10	a.	<p>Rajveer works as a plant superintendent in a carpet making factory. In order to complete the export orders on time, the production manager asks him to make the workers work over time whereas the finance manager is strictly against this practice because it will increase the cost of production. Moreover, Rajveer feels that since the company is manufacturing handmade carpets as well as machine made carpets there is lot of overlapping of activities. Therefore, there should be two separate divisions for both of them wherein each division should have its own in charge, plans and execution resources.</p> <p>In context of the above case: Identify and explain the principle of management which is being violated.</p>	10	CO2	K3
	b.	<p>Also identify the principle of management that Rajveer feels should be implemented in the factory</p>	10	CO1	K2



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115

# OP JINDAL UNIVERSITY, RAIGARH (C.G.)



## END SEMESTER EXAMINATION, FEBRUARY 2023

Program Name: **BBA** Program Code: 02UG010 Time: **3 Hrs**  
 Semester: **I** Max. Marks: **100**  
 Course Code: **BBA 102** Course Name: **Business Economics**

Answer any one question from each section

All questions carry equal marks

M CO KL

### Section A (Unit-I) ( 20 marks)

1	a.	Explain the Law of Equi-marginal utility. How does it explain the consumer's equilibrium?	10	1	2
	b.	What is the Indifference curve? What are the properties of the indifference curve? Also, discuss the marginal rate of substitution.	10	1	2

OR

2	a.	Explain the degree of price elasticity, Income elasticity and cross elasticity.	10	4	2																							
	b.	<p>I. Radha open a new shoe shop, where her demand for shoe is given by the following demand function:  <math>Q = 3600 - 3P</math>. Where Q represents quantity demanded and P represents price. If market price for shoe is <b>Rs 1000 per piece</b>, calculate the consumer's surplus (CS). Plot the CS in graph.</p> <p>II. You are given the following marginal utilities of goods X and Y obtained by a consumer. Given that price of X = Rs. 11, price of Y = Rs. 12 and income = Rs. 104, find out the optimal combination of goods.</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>No. of unit consumed</th> <th>MU<sub>X</sub></th> <th>MU<sub>Y</sub></th> </tr> </thead> <tbody> <tr><td>1</td><td>66</td><td>84</td></tr> <tr><td>2</td><td>55</td><td>72</td></tr> <tr><td>3</td><td>44</td><td>60</td></tr> <tr><td>4</td><td>33</td><td>48</td></tr> <tr><td>5</td><td>22</td><td>36</td></tr> <tr><td>6</td><td>11</td><td>24</td></tr> <tr><td>7</td><td>1</td><td>12</td></tr> </tbody> </table>	No. of unit consumed	MU <sub>X</sub>	MU <sub>Y</sub>	1	66	84	2	55	72	3	44	60	4	33	48	5	22	36	6	11	24	7	1	12	10	1
No. of unit consumed	MU <sub>X</sub>	MU <sub>Y</sub>																										
1	66	84																										
2	55	72																										
3	44	60																										
4	33	48																										
5	22	36																										
6	11	24																										
7	1	12																										

### Section B (Unit-II) ( 20 marks)

3	a.	Under the short run production function, which law of production is given? Explain with the help of schedule and graph.	10	3	2
	b.	Explain law of return to scale. Also discuss the reasons behind the stages of production.	10	3	2

OR

4	a.	<p>Consider the following short-run production function (where L is the variable input and Q is the output).</p> $Q = 36L^2 - 0.6L^3$ <p>(i) Determine the marginal product function (MPL).                  (ii) Determine the average product function (APL).                  (iii) Find the value of "L" at the point of inflexion.                  (iv) Find the value of "L" at which its average product takes on its maximum value.                  (v) Find the value of "L" that maximizes Q.</p>	10	3	3
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	b.	I. The production function of a firm is given by: $Q = 0.6L + 0.2K$ , which returns to the scale it belongs to, Derive.  II. Determine and derive in which return-to-scale company is operating Suppose the production function of Britannia company is given: $Q = 10LK - 2L^2 - K^2$ .	10	3	3
<b>Section C (Unit-III) ( 20 marks)</b>					
	a.	Distinguish between economic cost and accounting cost. Also, explain social cost and opportunity cost.	10	3	2
5	b.	A shoe producing company has the following variable cost function: $TVC = 560Q - 18Q^2 + 0.5Q^3$ If the company's fixed costs are equal to 270 lakhs, find out: (a) total cost function (b) average total cost function (c) at what output levels average variable cost and marginal cost will be minimum.	10	3	3
<b>OR</b>					
	a.	Discuss all the theories of short run cost function. Also highlight the relationship between AC, MC and AVC.	10	3	2
6	b.	Suppose a firm faces a cost function of $C = 300 + 36Q + 12Q^2$ . Find out all the seven costs.	10	3	3
<b>Section D (Unit-IV) ( 20 marks)</b>					
	a.	What do you understand with zero economic profit? Also, discuss the long run equilibrium condition under perfect competition.	10	2	2
7	b.	A firm operating in a purely competitive environment is faced with a <b>market price of 250 per unit</b> of the product. The firm's total short-run cost function is $TC = 6000 + 400Q - 20Q^2 + Q^3$ . (i) Should the firm produce at this price in the short-run? (ii) If the market price is 300 per unit, what will be the total profits (losses) be if the firm produces ten units of output? Should the firm produce at this price? (iii) If the market price is greater than 300, should the firm produce at this price?	10	2	3
<b>OR</b>					
	a.	What do you understand with the equilibrium of a monopoly firm explain graphically? Also, discuss the monopoly profit through AR and MR curves.	10	2	2
8	b.	Let us illustrate the monopoly equilibrium with a numerical example. Suppose for a monopolist, the following demand and total cost functions are given. Find out how much he will produce and what price he will charge and total profit, if $Q = 360 - 20P$ (demand function) $TC = 6Q + 0.05Q^2$ (cost function)	10	2	3
<b>Section E ( 20 marks)</b>					
	a.	Priya spends all her monthly income of 5000 on food and clothing. The price of food is 250, and the price of clothing is 100, and her monthly consumption of food is 10 units, and that of clothing is 25. With this consumption of the two commodities, her marginal rate of substitution of food for clothing is $MRS = \frac{1C}{1F}$ Is she in equilibrium with this consumption? Which commodity will she substitute for the other to reach the equilibrium position? Illustrate diagrammatically with indifference curves.	10	1	4
9	b.	Given the following market demand function for the commodity X $Q_x = f(P_x, P_y, P_z, I, T, A)$ Where, $P_x$ = Price of the commodity X; $P_y$ = Price of a substitute commodity Y; $P_z$ = Price of commodity Z which is complement of X; $I$ = Level of per capita income of	10	1	4

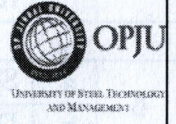


		<p>consumers; T = Tastes and preferences of consumers;  A = Advertising expenditure by a firm producing X  <b>How will the consumer demand for a commodity X change?</b>  (i) if price of the commodity X rises,  (ii) if price of the substitute good Y rises,  (iii) if price of complementary commodity Z falls,  (iv) per capita income (I) of the consumers rises, and  (v) the firm producing X increases its advertisement expenditure.</p>			
<b>OR</b>					
10	a.	<p>If Ramesh having a pocket money of Rs 500. He spends all his income into two goods "X" and "Y". If the price of "X" good is given Rs. 10 and Price of "Y" is given Rs 20. Determine</p> <p>(a) Consumption of "X" and "Y" and budget line of Ramesh.  (b) What will happen to BL if price of "X" falls to Rs 5.  (c) What will happen to BL if price of "Y" rises to Rs 25.  (d) What will happen to BL if pocket money increases by Rs 100.</p>	10	1	4
	b.	<p>In the perfect competitive market firm is operating with the given cost condition,  <math>TC = 400 + 150Q - 2.5Q^2</math>.</p> <p>If the price of the good prevailing in the market is <b>Rs 15</b>, find out firm's equilibrium along with total cost and total profit/loss.</p>	10	2	3



08/02/23  
115

OP JINDAL UNIVERSITY, RAIGARH (C.G.)  
END SEMESTER EXAMINATION, FEBRUARY 2023



Program Name: BBA

Program Code: 02UG010

Time: 3 Hrs.

Semester: 1st

Max. Marks: 100

Course Code: BBA 103

Course Name: Business Mathematics

Answer any one question from each section

		M	CO	KL
Section A (20 marks)				
1	a.	A train can travel 50% faster than a car. Both start from point A at the same time and reach point B 75 kms away from A at the same time. On the way, however, the train lost about 12.5 minutes while stopping at the stations. The speed of the car is?		
	b.	In a flight of 600 km, an aircraft was slowed down due to bad weather. Its average speed for the trip was reduced by 200 km/hr and the time of flight increased by 30 minutes. The duration of the flight is?		
2	a.	In an election between two candidates, one got 55% of the total valid votes, 20% of the votes were invalid. If the total number of votes was 7500, the number of valid votes that the other candidate got, was?		
	b.	$A = \begin{bmatrix} 12 & 8 & 4 \\ 3 & 17 & 14 \\ 9 & 8 & 10 \end{bmatrix}, B = \begin{bmatrix} 5 & 19 & 3 \\ 6 & 15 & 9 \\ 7 & 8 & 16 \end{bmatrix}$ Each element of the Product matrix AB can be calculated as ?		
3	a.	Find the compound interest on Rs. 8000 at 15% per annum for 2 years 4 months, compounded annually.		
	b.	What is the difference between the compound interests on Rs. 5000 for 1 1/2 year at 4% per annum compounded yearly and half-yearly?		
4	a.	The difference between S.I and C.I on an amount of Rs. 30000 for 2 years is Rs. 147. What is the rate of Interest?		
	b.	Let set A = {1, 2, 3, 4, 5, 6, 7, 8}, and set B = {3, 5, 7, 9, 11, 13} Find, <i>Choose U = {1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20}</i> (i) A ∪ B (ii) A ∩ B (iii) (A ∩ B) <sup>c</sup> <i>U = {1, 2, 3, 5, 6, 7, 10, 11, 12}</i>		
5	a.	A sum of money is to be distributed among A, B, C, D in the proportion of 5: 2: 4: 3. If C gets Rs. 1000 more than D, what is B's share?		
	b.	Seats for Mathematics, Physics and Biology in a school are in the ratio 5: 7: 8. There is a proposal to increase these seats by 40%, 50% and 75%		



		respectively. What will be the ratio of increased seats?			
6	a.	Solve $\int \frac{1}{(2-3x)^4} dx$	10	1	3
	b.	Differentiate $f(x) = (2x^2+1)^2$	10	1	3
7	a.	Solve the quadratic equation $2x^2 + x - 300 = 0$	10	1	1
	b.	Find value of $x$ , $x^2 - 45x + 324 = 0$	10	1	3
8	a.	What is the value of $\int 8x^3 dx$ ?	6	2	3
	b.	Calculate the derivative of $f(x) = 3\sqrt{x} - 1/\sqrt{x}$	14	2	3
9	a.	If $A = \{3, 5, 7, 9, 11\}$ , $B = \{7, 9, 11, 13\}$ , $C = \{11, 13, 15\}$ . Find $A \cap (B \cup C)$ .	8	3	3
	b.	In a college, 20 professors teach mathematics or physics. If 12 teach maths and 4 teach both physics and maths, how many teach physics?	12	3	3
10	a.	If $2 \begin{bmatrix} 3 & 4 \\ 5 & x \end{bmatrix} + \begin{bmatrix} 1 & y \\ 0 & 1 \end{bmatrix} = \begin{bmatrix} 7 & 0 \\ 10 & 5 \end{bmatrix}$ , then find $(x - y)$	5	4	3
	b.	Calculate the inverse of the matrix $A = \begin{bmatrix} 2 & 4 & -6 \\ 7 & 3 & 5 \\ 1 & -2 & 4 \end{bmatrix}$	15	4	1

$$s(y) f(x) = 3 \sqrt{x} - \frac{1}{\sqrt{x}}$$

$$3\sqrt{x} - \frac{1}{\sqrt{x}}$$



# OP JINDAL UNIVERSITY, RAIGARH (C.G.)



## END SEMESTER EXAMINATION, JANUARY 2023

Program Name: **BBA**

Program Code: **02UG010**

Time: **3 Hrs**

Semester: **I**

Max. Marks: **100**

Course Code: **BBA 104**

Course Name: **Financial Accounting**

Answer any one question from each section

All questions carry equal marks

		M	CO	KL
<b>Section A (Unit-I) ( 20 marks)</b>				
1	a.	10	1	1
	b.	10	1	1
<b>OR</b>				
2	a.	10	1	1
	b.	10	1	1
<b>Section B (Unit-II) ( 20 marks)</b>				
3	a.	12	2	3
	b.	8	2	2
<b>OR</b>				
4	a.	15	2	3



	b.	Define Journal. What are the rule of debit and credit?	5	2	2																																																																																				
<b>Section C (Unit-III) ( 20 marks)</b>																																																																																									
5	a.	From the following Trial balance of Mrs. Bhawna on 31.03.2022, prepare Trading, Profit and Loss Account for the year ending 31.03.2022 and the Balance Sheet as on that date:	15	3	3																																																																																				
		<table border="1"> <thead> <tr> <th>Particulars</th> <th>Debit</th> <th>Credit</th> </tr> </thead> <tbody> <tr> <td>Opening Stock</td> <td>50,000</td> <td></td> </tr> <tr> <td>Purchases</td> <td>1,80,000</td> <td></td> </tr> <tr> <td>Purchases Return</td> <td></td> <td>2,000</td> </tr> <tr> <td>Bank Loan</td> <td></td> <td>20,000</td> </tr> <tr> <td>Cash in Hand</td> <td>300</td> <td></td> </tr> <tr> <td>Creditors</td> <td></td> <td>70,000</td> </tr> <tr> <td>Bank Balances</td> <td>10,000</td> <td></td> </tr> <tr> <td>Capital</td> <td></td> <td>1,68,000</td> </tr> <tr> <td>Plant and Machinery</td> <td>50,000</td> <td></td> </tr> <tr> <td>Provision for bad debts</td> <td></td> <td>1,000</td> </tr> <tr> <td>Manufacturing wages</td> <td>10,000</td> <td></td> </tr> <tr> <td>Sales</td> <td></td> <td>3,22,800</td> </tr> <tr> <td>Freight Inward</td> <td>2,500</td> <td></td> </tr> <tr> <td>Freight Outward</td> <td>3,000</td> <td></td> </tr> <tr> <td>Salaries</td> <td>15,000</td> <td></td> </tr> <tr> <td>Furniture</td> <td>30,000</td> <td></td> </tr> <tr> <td>Insurance &amp; Taxes</td> <td>7,000</td> <td></td> </tr> <tr> <td>General Expenses</td> <td>8,000</td> <td></td> </tr> <tr> <td>Debtors</td> <td>90,000</td> <td></td> </tr> <tr> <td>Bad debts</td> <td>2,700</td> <td></td> </tr> <tr> <td>Discount</td> <td>1,300</td> <td></td> </tr> <tr> <td>Sales Return</td> <td>4,000</td> <td></td> </tr> <tr> <td>Stable Expenses</td> <td>3,000</td> <td></td> </tr> <tr> <td>Live Stock</td> <td>15,000</td> <td></td> </tr> <tr> <td>Fuel &amp; Power</td> <td>2,000</td> <td></td> </tr> <tr> <td>Building</td> <td>1,00,000</td> <td></td> </tr> <tr> <td>Total</td> <td>5,83,800</td> <td>5,83,800</td> </tr> </tbody> </table>				Particulars	Debit	Credit	Opening Stock	50,000		Purchases	1,80,000		Purchases Return		2,000	Bank Loan		20,000	Cash in Hand	300		Creditors		70,000	Bank Balances	10,000		Capital		1,68,000	Plant and Machinery	50,000		Provision for bad debts		1,000	Manufacturing wages	10,000		Sales		3,22,800	Freight Inward	2,500		Freight Outward	3,000		Salaries	15,000		Furniture	30,000		Insurance & Taxes	7,000		General Expenses	8,000		Debtors	90,000		Bad debts	2,700		Discount	1,300		Sales Return	4,000		Stable Expenses	3,000		Live Stock	15,000		Fuel & Power	2,000		Building	1,00,000		Total	5,83,800	5,83,800
		Particulars				Debit	Credit																																																																																		
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Total	5,83,800	5,83,800																																																																																							
		Adjustments: (a) Closing stock was `40,000. (b) Maintain a provision for bad debts @5% on Debtors (c) Create a reserve for discount @2% on creditors. (d) Depreciate Plant and Machinery by 10%, Furniture by 5% and Live Stock by `2,000. (e) Prepaid insurance `800 (f) Commission to factory manager allowed @10% on net profit before charging such commission.																																																																																							
	b.	Define Final Accounts and explain its objectives.	5	3	2																																																																																				
<b>OR</b>																																																																																									
6	a.	Prepare trading and P/L Account for the year ending 31.03.2022 and prepare balance sheet on the date:	12	3	3																																																																																				



Dr. Balances	(₹)	Cr. Balances	(₹)
Purchases (adjusted)	3,49,600	Capital	20,000
Salaries	2,100	Bills Payable	5,000
Lighting	150	Loan	10,000
Carriage on Sales	250	Sales	3,60,000
Building	13,500	Commission	250
Carriage on Purchases	200	Sundry Creditors	10,000
Rates & Taxes	200		
Sundry Debtors	4,000		
Furniture	3,000		
Cash in Hand	125		
Bills Receivable	750		
Closing stock	30,625		
Bank balance	750		
	<b>4,05,250</b>		<b>4,05,250</b>

Adjustments: (i) Rates have been prepaid 60 (ii) During year, bad debt amounted to 250. (iii) A provision of 10% is to be made on debtors. (iv) Buildings have to be depreciated by 2% and furniture by 1%. Prepare the final accounts for the year.

b.	Write the adjusting entries for the following adjustments: 1. Bad debts 2. Prepaid expenses 3. Managerial remuneration 4. Provision for discount on debtors	8	3	3
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**Section D (Unit-IV) ( 20 marks)**

7	a.	On 1 <sup>st</sup> April 2000, a firm purchased a machinery for 1,50,000 and incurred 10,000 on its installation. On 1 <sup>st</sup> July 2007 it purchased machine costing 1,00,000. On 1 <sup>st</sup> October, 2008 the machinery purchased on 1 <sup>st</sup> January 2005 was sold off for 1,02,000 and on the same date a new machinery was purchased for 3,00,000. Depreciation is provided at 10% on WDV. Prepare machinery account for 4 years.	12	4	3
	b.	Explain the meaning and causes of depreciation.	8	4	2

**OR**

8	a.	Prepare Bank reconciliation statement: Balance as per cash book 150000 Interest allowed by bank 1250 Cheques deposited but not yet presented for payment 35000 Charges collected by bank 1000 A wrong posting on the debit side of the passbook 5000 Dividend collected by the bank 15000 Cheques dishonored 20000 Rebate on bills retired 2000 A customer made payment directly to the bank 25000 Insurance premium paid by the bank 6750	10	4	3
	b.	Explain the meaning of BRS. What are the reasons for difference in bank book and pass book?	10	4	1



**Section E ( 20 marks)**

The following is the trial balance of Mr. Soren showing a debit total of ₹ 31,82,000 and credit total of ₹ 37,62,000. Ascertain the correct total of trial balance after pointing out the errors causing the disagreement.

	Debit Balance	Credit Balance
	₹	₹
Capital		10,00,000
Bills payable	2,20,000	
Bills receivable		2,00,000
Cash in hand	12,000	
Purchases	12,00,000	
Opening stock	3,50,000	
Creditors	2,40,000	
Sales		20,02,000
Bad debt reserve	10,000	
Debtors		5,00,000
Plant & Machinery	6,00,000	
Furniture	1,50,000	
Rents & Taxes	50,000	
Drawings	50,000	
Wages	1,00,000	
Income Tax		60,000
Salaries	<u>2,00,000</u>	
Total	<u>31,82,000</u>	<u>37,62,000</u>

9

a.

15

3

3

b. Explain the limitations of accounting.

5

1

3

**OR**

a. Classify the accounts as real, personal or nominal  
Cash A/c, Salary A/c, Outstanding salary A/c, Bad debts Account, Drawings A/c, Lucky traders, Building, Sales

8

2

2

b. Analyze the following transaction as per American approach and complete the table:

Transaction	Accounts involved	Analysis	Debit/ Credit
Started business with cash			
Opened a bank account			
Purchased computer for official use			
Purchased goods from Rohit on credit			
Withdrew cash for personal use			
Received commission			

10


b.

12

2

3



<b>Course Code: BBA-105</b>						
<b>O P JINDAL UNIVERSITY</b>				 OPJU UNIVERSITY OF STUDY, EXAMINATIONS AND MEASUREMENT		
<b>BBA-I Semester Regular Examinations</b>						
<b>Subject-Business Communication</b>						
<b>Time: 3 Hrs.</b>		<b>Max. Marks: 100</b>				
Answer any one question from each unit						
All questions carry equal marks						
				M	CO	KL
<b>Unit-I ( 20 Marks)</b>						
1	a.	What are the types of Listening? Discuss the Steps for Improving Listening Skills.	4+ 6	CO1	K1	
	b.	How the wrong choice of the channel of communication acts as a barrier during communication and what are the challenges in Interpersonal Communication?	10	CO1	K1	
OR						
2	a.	What are the 7C's of Effective Communication? Discuss the barriers to communication.	10	CO1	K2	
	b.	Why do we need Effective Listening? Discuss the Ten Commandments to improve Listening.	5+ 5	CO1	K2	
<b>Unit-II ( 20 Marks)</b>						
3	a.	Send a quotation on behalf of- M/s Chawala Enterprises, Industrial Estate, Raipur, Chhattisgarh to Birla Education Trust, Main Cross Building, Nayapara, New Raipur, Chhattisgarh for the following items: Office Chairs-50, Steel Almirahs-20, Wooden Tables-20, File Racks-40. (Invent the necessary details regarding their size, shape, colour etc.)	10	CO2	K1	
	b.	What do you mean by Expository Writing? Discuss the basic principles of letter writing.	10	CO2	K2	
OR						
4	a.	As the librarian of your organization write a letter claiming compensation for 50 books which arrived in library in a damaged condition. (Invent necessary details)	10	CO2	K1	
	b.	What are the approaches of Report Writing? Discuss the Back Matter of a report with examples.	10	CO2	K2	
<b>Unit-III ( 20 Marks)</b>						
5	a.	What are the Features of a Good Presentation? Describe the planning of a presentation.	4+ 6	CO3	K2	



	b.	Discuss the need of Agenda? Describe the Terminology associated with formal meetings (Any seven)	5+ 5	CO3	K2
OR					
6	a.	What do you mean by Group Communication? Write Do's and Don'ts of GD.	3+ 7	CO3	K2
	b.	What are the causes of anxiety during making a presentation? Discuss the Presentation Sequence.	10	CO3	K2
Unit-IV ( 20 Marks)					
7	a.	Write a short note on the following: i. Reflective Questions ii. Leading Questions iii. Hypothetical Questions iv. Loaded Questions v. Probing Questions	4+ 6	CO4	K1
	b.	Discuss the various preparations you will make before appearing for a job interview.	10	CO4	K2
OR					
8	a.	Write brief notes on the following points to get ready for your interview to be held next month: i. Your USP (Unique Selling Points) ii. Your academic achievements and Skills iii. Your Co-curricular and Extra-curricular achievements iv. Your short-term and long-term goals v. Your philosophy of work	10	CO4	K2
	b.	What do you mean by Interview? Discuss the Types of Interviews.	10	CO4	K2
UNIT-V( 20 Marks)					
9	a.	Imagine that you are a Secretary in attendance at the 21 <sup>st</sup> meeting of Local Management Committee, Kendriya Vidyalaya, Mungeli, Bilaspur held on 23 <sup>rd</sup> Jan, 2023. Write Minutes of the meeting assuming Agenda to be as follows:  <ul style="list-style-type: none"> <li>• Minutes of the last meeting</li> <li>• Chairman's Report</li> <li>• Appointment of Teachers (Mathematics, English &amp; Chemistry)</li> <li>• Setting-up of Vivekananda Study Centre</li> <li>• Celebration of National Science Day</li> <li>• Organisation of Sports Meet</li> <li>• Preparation for Conduction of Board Exams</li> <li>• Next Meeting of Local Management Committee</li> <li>• Any other matter with permission of Chairman.</li> </ul> (Invent Necessary Details)	20	CO5	K2



OR

10	a.	<p>Chalabo India Services- An Indian company, 18, Rabindranath Tagore Road Raipur, CG requires Managers. Candidates with good BBA degree can apply to the Head-HR of the above company. Send your resume' along with the cover letter in complete block style. (Invent necessary details)</p> <p>Advertisement Publication: The Hindu, 21 Jan 2023.</p> <p>Eligibility Conditions:</p> <ul style="list-style-type: none"><li>• Academic Qualification: Minimum Graduate Degree in Management with good academic record.</li><li>• Experience: Minimum Two years</li><li>• Skills Required: Microsoft MS, Power Point and Excel</li></ul>	20	CO5	K2
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16/02/23

115

# OP JINDAL UNIVERSITY, RAIGARH (C.G.)



## END SEMESTER EXAMINATION, JANUARY 2023

Program Name: **BBA**Program Code: **02UG010**Time: **3 Hrs.**Semester: **1st**Max. Marks: **100**Course Code: **BBA 106**Course Name: **Fundamentals of Computer**

Answer any one question from each section.

All questions carry equal marks.

### Section A (Unit-I) ( 20 marks)

1	a.	Illustrate Various characteristics of Computer.	10	I	II
	b.	(i) $(11.10)_2 = ( )_8$ ? (ii) $(65)_{16} = ( )_2$ ?	10	I	III

OR

2	a.	1. List down & explain in short- Limitations of Computer. 2. What is Server & Mainframe?	10	I	I
	b.	$(66.1)_{16} = ( )_8$ ?	10	I	III

### Section B (Unit-II) ( 20 marks)

3	a.	Compare Hardware & Software with examples.	10	II	II
	b.	Explain Programming, Driver & Utility software with examples.	10	II	II

OR

4	a.	Explain the properties of the Operating System.	10	II	II
	b.	Explain (i) Machine Language (ii) Assembly Language (iii) High Level Language	10	II	II

### Section C (Unit-III) ( 20 marks)

5	a.	Explain LAN & MAN with suitable diagrams.	10	III	VI
	b.	Explain Bus, Ring & Tree Topologies.	10	III	VI

OR

6	a.	Explain PAN & WAN with suitable diagrams.	10	III	VI
	b.	Explain Star, Mesh & Hybrid Topologies.	10	III	VI



**Section D (Unit-IV) ( 20 marks)**

7	a.	<b>S. No</b>	<b>Name</b>	<b>Section</b>	<b>Subjects</b>	<b>Marks</b>	<b>Total Marks</b>	<p>1 Number the Rows &amp; Columns.                  2 Write down the <b>Formula (Using cell Numbers) to-</b>                  -Add Marks obtained by All students.                  -Add &amp; Subtract Dinesh's marks from Akash's Marks.                  -Average marks of all students.</p>	10	IV	III
		1	Monika	A	MATHS	55	80				
		2	Bhupendra	B	SCIENCE	65	80				
		3	Akash	A	COMMERCE	78	80				
		4	Tripti	B	MATHS	34	80				
		5	Sourabh	B	SCIENCE	56	80				
		6	Ankur	C	COMMERCE	74	80				
		7	Rahul	C	MATHS	23	80				
		8	Dinesh	C	SCIENCE	59	80				
		9	Amit	A	COMMERCE	44	80				
		10	Sumit	B	COMMERCE	49	80				
	b.	From Previous Table Write down the formula (Using cell Numbers) to-									
		1. Multiply Tripti's mark & Ankur's Mark. 2. Calculate percentage of Rahul & Amit. 3. Maximum & Minimum Marks of all the students.						10	IV	III	

**OR**

8	a.	Explain the features of MS Word.	10	IV	II
	b.	Explain Features of Power Point Presentation.	10	IV	II

**Section E (Unit-V) ( 20 marks)**

9	a.	$(87.3)_{16} = ( )_8 ?$	10	V	III
	b.	$(7A.C)_{16} = ( )_8 ?$	10	V	III
<b>OR</b>					
10	a.	Analyze in detail- Assembler, Compiler & Interpreter.	10	V	III
	b.	$(76.11)_8 = ( )_{16} ?$	10	V	III



# OP JINDAL UNIVERSITY, RAIGARH (C.G.)



## END SEMESTER EXAMINATION, JANUARY 2023

Program Name: **BBA**

Program Code: 02UG010

Time: 2 Hrs

Semester: 1<sup>st</sup>

Max. Marks: 50

Course Code: **BBA 107**

Course Name: **Human Values and Professional Ethics**

Answer any one question from each section

All questions carry equal marks


Section A (Unit-I) (10 marks)			M	CO	KL
1	a.	Explain the meaning of Value-based Education.	5	1	2
	b.	Define Values as per Indian Philosophy.	5	1	2
<b>OR</b>					
2	a.	How Self-exploration works as a means of Value Education in society?	5	1	3
	b.	<i>"Our present crisis is in fact the crisis of character"</i> , Explain the statement by some real-time connections.	5	1	3
<b>Section B (Unit-II) (10 marks)</b>					
3	a.	Define the role of value system in family harmony.	5	2	2
	b.	Discuss various dimensions of human endeavor in value system.	5	2	3
<b>OR</b>					
4	a.	<i>"Family as a basic unit of Human Interaction and Values in Relationships"</i> . Justify the statement with a suitable explanation and example.	5	2	3
	b.	Why knowledge of self is necessary? Define the Co-existence of the Self and the Body.	5	2	2
<b>Section C (Unit-III) (10 marks)</b>					
5	a.	Elucidate the concept of Ethical Human Conduct.	5	3	1
	b.	Elaborate the meaning of Universal Human Order in detail.	5	3	1
<b>OR</b>					
6	a.	Define Basic human rights for individuals in India.	5	3	1
	b.	<i>"Social Disparities are the main cause of dissatisfaction in society"</i> . Give your view point for the statement.	5	3	3
<b>Section D (Case Study)-1(10 marks)</b>					
7	Differentiate between Krishna paksha & Shukla Paksha in detail. What are the importance of these concept in Indian tradition?		10	2	3
<b>OR</b>					
8	Discuss the significance of Professional Ethics and Right Understanding from management side to achieve the core objective of the organization.		10	3	2
<b>Section E (Case Study)-2(10 marks)</b>					
9	Critically examine the issues in professional ethics in the current scenario. List any five unethical practices in profession today and the methods being tried to curb them.		10	3	3
<b>OR</b>					
10	Briefly explain the following orders in nature- a. Material order    b. Pranic order    c. Animal order    d. Human order		10	2	1



02/02/23

36

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Course Code: B.COM 101					
O P JINDAL UNIVERSITY			 OPJU <small>UNIVERSITY OF STUDY, TECHNOLOGY AND MANAGEMENT</small>		
I Semester					
Financial Accounting I					
End Semester Examinations					
Time: 3 Hrs.		Max. Marks: 100			
Answer any one question from each unit					
All questions carry marks given in M Column					
			M	CO	KL
<b>Unit-I ( 20 marks)</b>					
1	a.	Distinguish between			
		i) Money measurement concept and matching concept. ii) Going concern and Cost Concept	5+ 5	1	1
1	b.	<b>State with reasons whether the following statements are True' or 'False''</b>			
		(i) Amount spent as lawyer's fee to defend a suit claiming that the firm's factory site belonged to the plaintiff's land is Capital Expenditure			
		(ii) Amount spent for replacement of worn out part of machine is Capital Expenditure			
		(iii) Expense incurred on the repairs and white washing for the first time on purchase of an old building are Revenue Expenses.	2* 5	1	1
		(iv) Expenses in connection with obtaining a license for running the cinema is Capital Expenditure			
	(v) Amount spent for the construction of temporary huts, which were necessary for construction of the Cinema House and were demolished when the cinema house was ready, is Capital Expenditure				
<b>OR</b>					
2	a.	Explain the various objective of Accounting?	10	2	1



One of your clients, Mr. Singhania has asked you to finalise his accounts for the year ended 31st March, 2020. Till date, he himself has recorded the transactions in books of accounts. As a basis for audit, Mr. Singhania furnished you with the following statement.

	Dr. Balance (₹)	Cr. Balance (₹)
Singhanias Capital		1,556
Singhanias Drawings	564	
Leasehold premises	750	
Sales		2,750
Due from customers		530
Purchases	1,259	
Purchases return	264	
Loan from bank		256
Trade payables	528	
Trade expenses	700	
Cash at bank	226	
Bills payable	100	
Salaries and wages	600	
Inventories (1.4.2019)		264
Rent and rates	463	
Sales return		98
	5,454	5,454

The closing inventory on 31st March, 2020 was valued at ₹ 574. Mr. Singhania claims that he has recorded every transaction correctly as the trial balance is tallied. Check the accuracy of the above trial balance.

b.

10

2

2

## Unit-II

From the following particulars ascertain the balance that would appear in the Bank Pass Book of A on 31st December, 2019.

- (1) The bank overdraft as per Cash Book on 31st December, 2019 ₹ 6,340.
- (2) Interest on overdraft for 6 months ending 31st December, 2019 ₹ 160 is entered in Pass Book.
- (3) Bank charges of ₹ 400 are debited in the Pass Book only.
- (4) Cheques issued but not cashed prior to 31st December, 2019, amounted to ₹ 11,68,000.
- (5) Cheques paid into bank but not cleared before 31st December, 2019 were for ₹ 22,17,000.
- (6) Interest on investments collected by the bank and credited in the Pass Book ₹ 12,00,000.

a.

10

2

2

3

A machine is purchased for ₹ 20,00,000. Its estimated useful life is 10 years with a residual value of ₹ 2,00,000. The machine is expected to produce 1.5 lakh units during its life time. Expected distribution pattern of production is as follows:

Year	Production
1-3	20,000 units per year
4-7	15,000 units per year
8-10	10,000 units per year

b.

10

2

1

**Required**

Determine the value of depreciation for each year using production units method.



**OR**

		<p>M/s Surya &amp; Co. took lease of a quarry on 1-1-2017 for ₹ 1,00,00,000. As per technical estimate the total quantity of mineral deposit is 2,00,000 tonnes. Depreciation was charged on the basis of depletion method. Extraction pattern is given in the following table:</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Year</th> <th style="text-align: left;">Quantity of Mineral extracted</th> </tr> </thead> <tbody> <tr> <td>2017</td> <td>2,000 tonnes</td> </tr> <tr> <td>2018</td> <td>10,000 tonnes</td> </tr> <tr> <td>2019</td> <td>15,000 tonnes</td> </tr> </tbody> </table> <p><b>Required</b></p> <p>Show the Quarry Lease Account and Depreciation Account for each year from 2017 to 2019.</p>	Year	Quantity of Mineral extracted	2017	2,000 tonnes	2018	10,000 tonnes	2019	15,000 tonnes	10	2	2																
Year	Quantity of Mineral extracted																												
2017	2,000 tonnes																												
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2019	15,000 tonnes																												
4	b.	<p>From the following information, prepare a Bank reconciliation statement as at 31st December, 2019 for Messrs New Steel Limited :</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 70%;"></th> <th style="width: 25%; text-align: right;">₹</th> </tr> </thead> <tbody> <tr> <td>(1)</td> <td>Bank overdraft as per Cash Book on 31st December, 2019</td> <td style="text-align: right;">22,45,900</td> </tr> <tr> <td>(2)</td> <td>Interest debited by Bank on 26th December, 2019 but no advice received</td> <td style="text-align: right;">2,78,700</td> </tr> <tr> <td>(3)</td> <td>Cheque issued before 31st December, 2019 but not yet presented to Bank</td> <td style="text-align: right;">6,60,000</td> </tr> <tr> <td>(4)</td> <td>Transport subsidy received from the State Government directly by the Bank but not advised to the company</td> <td style="text-align: right;">14,25,000</td> </tr> <tr> <td>(5)</td> <td>Draft deposited in the Bank, but not credited till 31st December, 2019</td> <td style="text-align: right;">13,50,000</td> </tr> <tr> <td>(6)</td> <td>Bills for collection credited by the Bank till 31st December, 2019 but no advice received by the company</td> <td style="text-align: right;">8,36,000</td> </tr> <tr> <td>(7)</td> <td>Amount wrongly debited to company account by the Bank, for which no details are available</td> <td style="text-align: right;">7,40,000</td> </tr> </tbody> </table>			₹	(1)	Bank overdraft as per Cash Book on 31st December, 2019	22,45,900	(2)	Interest debited by Bank on 26th December, 2019 but no advice received	2,78,700	(3)	Cheque issued before 31st December, 2019 but not yet presented to Bank	6,60,000	(4)	Transport subsidy received from the State Government directly by the Bank but not advised to the company	14,25,000	(5)	Draft deposited in the Bank, but not credited till 31st December, 2019	13,50,000	(6)	Bills for collection credited by the Bank till 31st December, 2019 but no advice received by the company	8,36,000	(7)	Amount wrongly debited to company account by the Bank, for which no details are available	7,40,000	10	2	3
		₹																											
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**Unit-III**



5	a.	Mr. Mohan gives you the following trial balance and some other information:		10	3	3																																												
		<table border="1"> <thead> <tr> <th>Particulars</th> <th>₹</th> <th>₹</th> </tr> </thead> <tbody> <tr> <td>Capital</td> <td></td> <td>6,50,000</td> </tr> <tr> <td>Sales</td> <td></td> <td>9,70,000</td> </tr> <tr> <td>Purchases</td> <td>4,30,000</td> <td></td> </tr> <tr> <td>Opening Inventory</td> <td>1,10,000</td> <td></td> </tr> <tr> <td>Freights Inward</td> <td>40,000</td> <td></td> </tr> <tr> <td>Salaries</td> <td>2,10,000</td> <td></td> </tr> <tr> <td>Other Administration Expenses</td> <td>1,50,000</td> <td></td> </tr> <tr> <td>Furniture</td> <td>3,50,000</td> <td></td> </tr> <tr> <td>Trade receivables and Trade payables</td> <td>2,10,000</td> <td>1,90,000</td> </tr> <tr> <td>Returns</td> <td>20,000</td> <td>12,000</td> </tr> <tr> <td>Discounts</td> <td>19,000</td> <td>9,000</td> </tr> <tr> <td>Bad Debts</td> <td>5,000</td> <td></td> </tr> <tr> <td>Investments in Government Securities</td> <td>1,00,000</td> <td></td> </tr> <tr> <td>Cash in Hand and Cash at Bank</td> <td>1,87,000</td> <td></td> </tr> <tr> <td></td> <td>18,31,000</td> <td>18,31,000</td> </tr> </tbody> </table>	Particulars				₹	₹	Capital		6,50,000	Sales		9,70,000	Purchases	4,30,000		Opening Inventory	1,10,000		Freights Inward	40,000		Salaries	2,10,000		Other Administration Expenses	1,50,000		Furniture	3,50,000		Trade receivables and Trade payables	2,10,000	1,90,000	Returns	20,000	12,000	Discounts	19,000	9,000	Bad Debts	5,000		Investments in Government Securities	1,00,000		Cash in Hand and Cash at Bank	1,87,000	
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		<p><b>Other Information:</b></p> <p>(i) Closing Inventory was ₹ 1,80,000;</p> <p>(ii) Depreciate Furniture @ 10% p.a.</p> <p><b>Required</b></p> <p>Prepare Trading and Profit and Loss Account for the year ended on 31.3.2020 and Balance Sheet of Mr. Mohan as on that date.</p>																																																
	b.	<p>Mr. Birla is a proprietor engaged in business of trading electronics. An excerpt from his Trading &amp; P&amp;L account is as follows:</p> <p style="text-align: center;">Trading and P&amp;L A/c for the year ended 31st March, 2020</p> <table border="1"> <thead> <tr> <th>Particulars</th> <th>₹</th> <th>Particulars</th> <th>₹</th> </tr> </thead> <tbody> <tr> <td>To Cost of Goods Sold</td> <td>45,00,000</td> <td>By Sales</td> <td>C</td> </tr> <tr> <td>To Gross Profit c/d</td> <td><u>D</u></td> <td></td> <td></td> </tr> <tr> <td></td> <td>E</td> <td></td> <td>E</td> </tr> <tr> <td>To Rent A/c</td> <td>26,00,000</td> <td>By Gross Profit b/d</td> <td><u>D</u></td> </tr> <tr> <td>To Office Expenses</td> <td>13,00,000</td> <td>By Miscellaneous Income</td> <td>E</td> </tr> <tr> <td>To Selling Expenses</td> <td>B</td> <td></td> <td></td> </tr> <tr> <td>To Commission to Manager (on Net Profit before charging such commission)</td> <td>2,00,000</td> <td></td> <td></td> </tr> <tr> <td>To Net Profit</td> <td><u>A</u></td> <td></td> <td></td> </tr> <tr> <td></td> <td>G</td> <td></td> <td><u>60,00,000</u></td> </tr> </tbody> </table> <p>Commission is charged at the rate of 10%. Selling Expenses amount to 1% of total sales. You are required to compute the missing figures.</p>		Particulars	₹	Particulars	₹	To Cost of Goods Sold	45,00,000	By Sales	C	To Gross Profit c/d	<u>D</u>				E		E	To Rent A/c	26,00,000	By Gross Profit b/d	<u>D</u>	To Office Expenses	13,00,000	By Miscellaneous Income	E	To Selling Expenses	B			To Commission to Manager (on Net Profit before charging such commission)	2,00,000			To Net Profit	<u>A</u>				G		<u>60,00,000</u>	10	3	2				
Particulars	₹	Particulars	₹																																															
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	G		<u>60,00,000</u>																																															
<b>OR</b>																																																		



From the following particulars extracted from the books of Ganguli, prepare trading and profit and loss account and balance sheet as at 31st March, 2020 after making the necessary adjustments:

	₹		₹
Ganguli's capital account (Cr.)	5,40,500	Interest received	7,250
Stock on 1.4.2019	2,34,000	Cash with Traders Bank Ltd.	40,000
Sales	14,48,000	Discounts received	14,950
Sales return	43,000	Investments (at 5%) as on 1.4.2019	25,000
Purchases	12,15,500	Furniture as on 1-4-2019	9,000
Purchases return	29,000	Discounts allowed	37,700
Carriage inwards	93,000	General expenses	19,600
Rent	28,500	Audit fees	3,500
Salaries	46,500	Fire insurance premium	3,000
Sundry debtors	1,20,000	Travelling expenses	11,650
Sundry creditors	74,000	Postage and telegrams	4,350
Loan from Dena Bank Ltd. (at 12%)	1,00,000	Cash in hand	1,900
Interest paid	4,500	Deposits at 10% as on 1-4-2019 (Dr.)	1,50,000
Printing and stationery	17,000	Drawings	50,000
Advertisement	56,000		

**Adjustments:**

- (1) Value of stock as on 31st March, 2020 is ₹ 3,93,000. This includes goods returned by customers on 31st March, 2020 to the value of ₹ 15,000 for which no entry has been passed in the books.
- (2) Purchases include furniture purchased on 1st January, 2020 for ₹ 10,000.
- (3) Depreciation should be provided on furniture at 10% per annum.
- (4) The loan account from Dena bank in the books of Ganguli appears as follows:

		₹			₹
31.3.2020	To Balance c/d	1,00,000	1.4.2019	By Balance b/d	50,000
			31.3.2020	By Bank	50,000
		1,00,000			1,00,000

- (5) Sundry debtors include ₹ 20,000 due from Robert and sundry creditors include ₹ 10,000 due to him.
- (6) Interest paid include ₹ 3,000 paid to Dena bank.
- (7) Interest received represents ₹ 1,000 from the sundry debtors (due to delay on their part) and the balance on investments and deposits.
- (8) Provide for interest payable to Dena bank and for interest receivable on investments and deposits.
- (9) Make provision for doubtful debts at 5% on the balance under sundry debtors. No such provision need to be made for the deposits.

20 4 3

**Unit-IV**

7 a. Write a note on Receipt and Payment account? 10 1 2



	b.	<p>The receipts and payments for the Swaraj Club for the year ended March 31, 2020 were: Entrance fees ₹ 300; Membership Fees ₹ 3,000; Donation for Club Pavilion ₹ 10,000, Foodstuff sales ₹ 1,200; Salaries and Wages ₹ 1,200 Purchase of Foodstuff ₹ 800; Construction of Club Pavilion ₹ 11,000; General Expenses ₹ 600; Rent and Taxes ₹ 400; Bank Charges ₹ 160.</p> <p>Cash in hand—April. 1st ₹ 200, March. 31st ₹ 350</p> <p>Cash in Bank—April. 1st ₹ 400; March. 31st ₹ 590</p> <p>You are required to prepare Receipts and Payment Account.</p>	10	2	2
--	----	---	----	---	---

**OR**

	a.	Difference between Profit and Loss Account & Income and Expenditure Account.	10	4	2
8	b.	<p>During the year ended 31st March, 2020, the subscriptions received by the Jaipur Literary Society were ₹ 4,50,000. These subscriptions include ₹ 20,000 received for the year ended 31st March, 2019. On 31st March, 2020, subscriptions due but not received were ₹ 15,000. Advance subscription received for the year ending 31st March 2020 but pertaining to year 2021 amounted to ₹ 26,000. The Subscriptions received in advance for the year ending 31st March, 2019 includes ₹ 18,000 pertaining to year 2019-20. What amount should be credited to Income and Expenditure Account for the year ended 31st March, 2020 as income from subscriptions. Show the subscription account in book of the society?</p>	10	5	3

**UNIT-V**

	a.	<p>Lee and Lawson are in equal partnership. They agreed to take Hicks as one-fourth partner. For this it was decided to find out the value of goodwill. M/s. Lee and Lawson earned profits during 2016-2019 as follows:</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>Year</th> <th>Profits ₹</th> </tr> </thead> <tbody> <tr> <td>2016</td> <td>1,20,000</td> </tr> <tr> <td>2017</td> <td>1,25,000</td> </tr> <tr> <td>2018</td> <td>1,30,000</td> </tr> <tr> <td>2019</td> <td>1,50,000</td> </tr> </tbody> </table> <p>On 31.12.2019 capital employed by M/s. Lee and Lawson was ₹ 5,00,000. Rate of normal profit is 20%.</p> <p><b>Required</b></p> <p>Find out the value of goodwill following various methods.</p>	Year	Profits ₹	2016	1,20,000	2017	1,25,000	2018	1,30,000	2019	1,50,000	10	5	3
Year	Profits ₹														
2016	1,20,000														
2017	1,25,000														
2018	1,30,000														
2019	1,50,000														
9	b.	<p>On 1st October, 2020 Pioneer Equipment Limited received applications for 2,50,000 Equity Shares of ₹ 100 each to be issued at a premium of 25 per cent payable as :</p> <p>On Application ₹ 25</p> <p>On Allotment ₹75 (including premium)</p> <p>Balance Amount on Shares As and when required</p> <p>The shares were allotted by the Company on October 20, 2020 and the allotment money was duly received on October 31, 2020.</p> <p>Record journal entries in the books of the company to record the transactions in connection with the issue of shares.</p>	10	5	3										

**OR**



	a.	A, B and C are in partnership sharing profits and losses in the ratio of 4:3:3. They decided to change the profit sharing ratio to 7:7:6. Goodwill of the firm is valued at ₹20,000. Calculate the sacrifice / gain by the partners and make the necessary journal entry.	10	5	3
10	b.	Mr. Shami has applied for 1,000 shares of Company XYZ Ltd. paying application money @ ₹ 2 per share but has been allotted only 600 shares. The shares have a face value of ₹10 and a premium of ₹ 2 per share, which are payable as: on Allotment- ₹ 5 (including premium) and on final call ₹ 5. Now in case Mr. Shami doesn't pay allotment money and final call and his shares are forfeited, then following entry will be passed on forfeiture:	10	4	3



Course Code: Course Code: **BCOM 102**

**O P JINDAL UNIVERSITY**

**B.COM I Semester Regular Examination**

**Business Law & Legal Drafting**



**Time: 3 Hrs.**

**Max. Marks: 100**

Answer any one question from each unit

All questions carry equal marks

M	CO	KL
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**Unit-I ( 20 marks)**

1	a.	Define Contract . Explain Essential element of valid Contract	10	1	1
	b.	Difference between contract and agreement	10	1	2

**OR**

2	a.	Difference between Indemnity and Guarantee	10	1	2
	b.	Define discharge of contract. What are the modes of discharge of contract	10	1	1

**Unit-II**

3	a.	Difference between condition and warranty	10	2	2
	b.	Define sale under sale of goods act? Explain the formation of contract of sale of goods	10	2	1

**OR**

4	a.	Who is unpaid seller? What are the rights of unpaid seller	10	2	3
	b.	Difference between sale and Agreement to Sale	10	2	2

**Unit-III**

5	a.	Define Partnership. Explain the procedure of registration of partnership	10	3	1
	b.	Explain the rights and duties of partners	10	3	1

**OR**

6	a.	Define Limited Liability Partnership. Explain the characteristics of LLP	10	3	1
	b.	Difference between Partnership and Limited Liability Partnership	10	3	2

**Unit-IV**

7	a.	Define Consumer. Explain the rights of consumer under consumer protection act	10	4	1
	b.	Explain the objectives of IT act 2008	10	4	3

**OR**

8	a.	Difference between District forum, State commission and National commission	10	4	2
	b.	Explain different sections of IT act related to crime and their penalty	10	4	1

**UNIT-V**

9	a.	Define Negotiable Instruments. Explain characteristics of Promissory note	10	5	1
	b.	Define Cheque . Explain different types of cheques	10	5	2

**OR**

10	a.	What are the penalties in case of dishonor of cheques	10	5	2
	b.	Define bill of exchange. Explain its characteristics	10	5	2

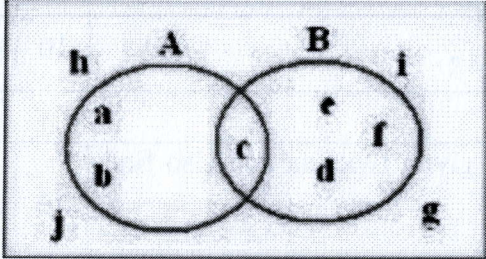


<b>Course Code: BCOM 103</b>			
<b>O P JINDAL UNIVERSITY</b>			
<b>B.Com-I Semester Regular Examinations</b>			
<b>Business Mathematics</b>			
(Offered to B.Com)			
<b>Time: 3 Hrs.</b>		<b>Max. Marks: 100</b>	
Answer any one question from each unit			
All questions carry equal marks			
	<b>M</b>	<b>CO</b>	<b>KL</b>

**Unit-I**

1	a.	What is Venn diagram? Explain different types of set and basic operations with suitable examples	10	CO1	K2
	b.	The roots of the equation $X^2 - X - 1$ are P and Q. what will be the equation whose roots are $P/Q^2$ and $Q/P^2$	10	CO3	K3

OR

2	a.	Use the Venn diagram to find the following sets. 	10	CO1	K3
	b.	Give five differences between integration and differentiation. Also write the steps for step wise integration. i) $A'$ ii) $B'$ iii) $A' \cup B$ iv) $A \cup B'$ v) $(A \cap B)'$			

**Unit-II**

3	a.	20 liters of a mixture contains milk and water in the ratio 5:3. If 4 liters of this mixture be replaced by 4 liters of milk, the ratio of milk to water in the new mixture would be	10	CO2	K3
	b.	i. If the population of a town is increased by 15% in the first year and is decrease by 15% in the next year, what effect can be seen in the population of that town ?  ii. Hemant covers a certain distance with his own speed , but when he reduces his speed by 10 km/hr his time duration for the journey increases by 40 hrs, while if he increases his speed by 5km/hr from his original speed he takes 10hrs less than the original time taken . Find the distance covered by him.			

OR

4	a.	The ratio of the no. of boys to the no. of girls in a school of 720 students is 3:5. If 18 new girls are admitted in the school, find how many new boys may be	10	CO2	K3
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		admitted so that the ration of the no. of boys to the no of girls may change to 2:3.			
	b.	<p>i. The salary of a worker is first increased by 10% and thereafter it was reduced by 10%. What was the change in his salary ?</p> <p>ii. A thief is noticed by a policeman from a distance of 200 m. The thief starts running and the policeman chases him. The thief and the policeman run at the rate of 10 km and 11 km per hour respectively. What is the distance between them after 6 minutes?</p>	4+ 6	CO3	K3

### Unit-III

5	a.	Explain any 5 types of Matrix with suitable example.	10	CO1	K1
	b.	Use Inverse matrices method to find the solution set of $4x + 8y + z = -6$ ; $2x - 3y + 2z = 0$ ; $x + 7y - 3z = -8$	10	CO4	K3

**OR**

6	a.	What do you mean by singular matrix? Describe the elementary rows operations with examples?	3+ 7	CO1	K1
	b.	Use Gauss Jordan method to solve the system $-4x + 2y - 9z = 2$ ; $3x + 4y + z = 5$ ; $x - 3y + 2z = 8$	10	CO4	K3

### Unit-IV

7	a.	Find the local maxima and local minima for the given function and also find the local maximum and local minimum value $F(x) = X^3 - 6 X^2 + 9X + 15$	10	CO3	K3
	b.	List out the various formulas for differentiation and Integration.	5+ 5	CO2	K1

**OR**

8	a.	The total cost of producing x articles is $(5/4)x^2 + 175x + 125$ and the price at which each article can be sold is $250 - (5/4)x$ . what should be the output for a maximum profit? Calculate the profit.	10	CO3	K3
	b.	Explain any 5 terms with mathematical expressions: TC, TR, AC, MC, AVC, FC and MR	10	CO2	K1

### UNIT-V



9	a.	<p>The amount of carbohydrates, fats and protein in bread, butter and cream are as in the following table.</p> <table border="1"> <thead> <tr> <th></th> <th>carbohydrates</th> <th>fats</th> <th>protein</th> </tr> </thead> <tbody> <tr> <td>Bread</td> <td>0.52</td> <td>0.02</td> <td>0.09</td> </tr> <tr> <td>Butter</td> <td>0.00</td> <td>0.84</td> <td>0.01</td> </tr> <tr> <td>Cream</td> <td>0.00</td> <td>0.24</td> <td>0.20</td> </tr> </tbody> </table> <p>Suppose a cheese sand-witch and roll contains the following</p> <table border="1"> <thead> <tr> <th></th> <th>Bread</th> <th>Butter</th> <th>Cheese</th> </tr> </thead> <tbody> <tr> <td>Sandwich</td> <td>80</td> <td>20</td> <td>50</td> </tr> <tr> <td>Roll</td> <td>50</td> <td>10</td> <td>0</td> </tr> </tbody> </table> <p>Using Matrix Multiplication show the dietary value of sand-witch and roll in terms of carbohydrates, fats and protein.</p> <p>If the breakfast matrix of john and kamla be as given here under find the dietary composition.</p> <table border="1"> <thead> <tr> <th></th> <th>Sandwich</th> <th>Roll</th> </tr> </thead> <tbody> <tr> <td>John</td> <td>80</td> <td>20</td> </tr> <tr> <td>Kamla</td> <td>50</td> <td>10</td> </tr> </tbody> </table>		carbohydrates	fats	protein	Bread	0.52	0.02	0.09	Butter	0.00	0.84	0.01	Cream	0.00	0.24	0.20		Bread	Butter	Cheese	Sandwich	80	20	50	Roll	50	10	0		Sandwich	Roll	John	80	20	Kamla	50	10	6+ 4	CO1	K2
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	b.	<p>What is Euler's theorem? Show the equation follow the Euler's theorem or not.</p> $F(z) = X^2 + 2XY + Y^2$	3+ 7	CO3	K3																																					
<b>OR</b>																																										
10	a.	<p>Explain the following Terms: i) Simple Interest, ii) Compound Interest iii) Annuity iv) Depreciation</p>	10	CO2	K1																																					
	b.	<p>In a certain school, there are 180 pupils in Year 7. One hundred and ten pupils study French, 88 studies German and 65 studies Indonesian. Forty pupils study both French and German, 38 study German and Indonesian, and 26 study both French and Indonesian, while 19 study German only. Find the number of pupils who study. Find the number of pupils who study:</p> <p>i) All three languages                      ii) Indonesian only  iii) None of the languages                iv) At least one language  v) Either one or two of the three languages.</p>	10	CO3																																						



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protein	0.01	0.02	0.03
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Course Code: B.COM 104

O P JINDAL UNIVERSITY

BCOM I Semester Regular Examinations

Principle and Practice of Management

Final Term



Time: 3 Hrs.

Max. Marks: 100

Answer any one question from each unit


All questions carry equal marks

		M	CO	KL	
<b>Unit-I ( 20 marks)</b>					
1	a.	What do you mean by management? In addition, explain 8 characteristics of management.	10	CO2	KL2
	b.	Distinguish in detail between effectiveness and efficiency. Write short notes on the level of management.	10	CO4	KL4
<b>OR</b>					
2	a.	Describe five functions of management. And explain the nature of management in detail.	10	CO3	KL4
	b.	What is coordination? Write its three - features and importance.	10	CO2	KL3
<b>Unit-II</b>					
3	a.	What is <b>the</b> organization? Write its advantages and disadvantages.	10	CO1	KL1
	b.	Explain what is line and staff organization. What are its merits and demerits explain?	10	CO2	KL2
<b>OR</b>					
4	a.	Distinguish in detail between centralization and decentralization.	10	CO2	KL2
	b.	What is the chain of command? Write its advantage and disadvantages.	10	CO3	KL3
<b>Unit-III</b>					
5	a.	What is planning? Explain in detail the step involve in the planning process.	10	CO3	KL2
	b.	What are the components of decision-making? What do you mean by management by objectives?	10	CO2	KL3
<b>OR</b>					
6	a.	What are the components of decision-making? What do you mean by management by objectives?	10	CO2	KL3
	b.	What is organizational structure? Explain its significance.	10	CO5	KL4
<b>Unit-IV</b>					
7	a.	What is the process of controlling? And write short notes on controlling.	10	CO1	KL3
	b.	Explain in detail the techniques of coordination to change management.	10	CO4	KL4
<b>OR</b>					
8	a.	Explain in detail the techniques of coordination to change management.	10	CO4	KL4
	b.	What is coordination? Explain the principles of coordination in detail.	10	CO2	KL2
<b>UNIT-V</b>					
9	a.	What is the chain of command? Write its advantage and disadvantages.	10	CO3	KL3
	b.	"Some organizational issues are more common than others, but they can all be challenging to overcome. There are ways to solve these issues with dedication and commitment to making positive outcomes." Justify the statement by explaining at least 5 issues along with potential causes and solutions in organizing.	10	CO5	KL4
<b>OR</b>					
10	a.	"Planning, organizing, staffing, and leading must be monitored to maintain their effectiveness and efficiency." Accordingly to the statement explains in detail how controlling and helping others function in management.	10	CO4	KL3
	b.	"Coordination is the process whereby an executive develops an orderly pattern of	10	CO5	KL4



		group efforts among his subordinates and secures the unity of actions in the pursuit of a common purpose." Explain coordination and its principles to justify the following statement.			
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Course Code: BCOM-B-105					
O P JINDAL UNIVERSITY			 <small>UNIVERSITY OF STEEL TECHNOLOGY AND MANAGEMENT</small>		
B. Com. (H)-I Semester Regular Examinations					
Subject- Business Correspondence and Report Writing					
Time: 3 Hrs.		Max. Marks: 100			
Answer any one question from each unit					
All questions carry equal marks					
			M	CO	KL
Unit-I ( 20 Marks)					
1	a.	What do you mean by Empathetic Listening? Discuss the barriers to effective listening with examples.	10	CO1	K1
	b.	What are the Seven Principles of Effective Communication? Differentiate between Formal and Informal Communication.	10	CO1	K1
OR					
2	a.	What are the Barriers to Communication and what steps can be taken to overcome these barriers? Discuss.	10	CO1	K2
	b.	Discuss the statement with example- "Effective communication ensures proper functioning of different departments in an organisation" and explain how barriers to listening affect the proper functioning of the organisation..	5+ 5	CO1	K2
Unit-II ( 20 Marks)					
3	a.	Imagine that you are a Secretary in attendance at the 8 <sup>h</sup> meeting of Management Committee, Delhi International School, Raipur held on 22 <sup>nd</sup> Jan, 2023. Write Minutes of the meeting assuming Agenda to be as follows: <ul style="list-style-type: none"> <li>• Minutes of the last meeting</li> <li>• Chairman's Report</li> <li>• Appointment of Teachers (Physics &amp; Chemistry)</li> <li>• Setting-up of Science Lab</li> <li>• Organisation of Annual Function</li> <li>• Any other matter with permission of Chairman.</li> </ul> (Invent Necessary Details)	12	CO2	K1
	b.	What do you mean by Minute? Write the role of Chairperson in a Meeting.	2+ 6	CO2	K2
OR					
4	a.	Invite a quotation on behalf of- Mahatma Gandhi Education Trust, Main Cross Building, Nayapara, New Raipur, Chhattisgarh for the following items from M/s Focus Enterprises, Industrial Estate, Raipur, Chhattisgarh: <ul style="list-style-type: none"> <li>Projectors-10,</li> <li>Steel Almirahs-20,</li> </ul>	10	CO2	K1



		PA Systems -05, File Racks-40. (Invent the necessary details regarding their size, shape, colour etc.)			
	b.	What do you mean by Tender? Discuss the Content of a Tender Notice.	2+ 8	CO2	K2
<b>Unit-III ( 20 Marks)</b>					
5	a.	As the Chief Finance Officer, you have been asked by Executive Director, Minerva Steel & Power Limited, Pithampur, Indore to investigate the accident caused by Gas Cylinder blast in the Canteen on 22 January 2023. Write a report paying special attention to the causes and extent of damage along with suggesting preventive measures. (Invent necessary details and data.)	13	CO3	K2
	b.	What do you mean by Letter of Transmittal? Discuss the five key elements of winning business proposals.	2+ 5	CO3	K2
OR					
6	a.	What do you mean by Unsolicited Proposal? Discuss the Complete Structure of a Business Proposal.	10	CO3	K2
	b.	What are the types of Report? Discuss the Main Matter and Back Matter of a Report.	10	CO3	K2
<b>Unit-IV ( 20 Marks)</b>					
	a.	What do you mean by Group Communication? Explain the forms of group communication in organization.	4+ 6	CO4	K1
7	b.	Write a short note on the following: i. Face to face interview ii. Stress Interview iii. Persuasive Interview iv. Exit Interview v. Group Interview	10	CO4	K2
OR					
	a.	What are the various roles a candidate can take during GD. Write Do's and Don'ts of GD.	2+ 8	CO4	K2
8	b.	What are the important preparations you will make before appearing for a job interview? Write brief notes on the following points to get ready for your interview to be held next month: i. Your strengths and weaknesses ii. Your academic achievements iii. Your Co-curricular achievements iv. Your extra-curricular achievements v. Your hobbies	5+ 5	CO4	K2



**UNIT-V( 20 Marks)**

9	a.	Discuss in detail the potential difficulties of using technical aids when making a presentation in various public speaking contexts.	10	CO5	K2
	b.	“Power Point Gives Power to the Point.” Discuss the statement and write the Simple Rules to make a Good Presentation?	10	CO5	K2
OR					
10	a.	What are the factors affecting platform behaviour? What are the Qualities of a Good Speaker?	4+ 6	CO5	K2
	b.	Your friend's is going to make a presentation. What are the tips you would like to give him for being an effective presenter on the day? Explain.	10	CO5	K2